

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., JUNE 10, 1904.

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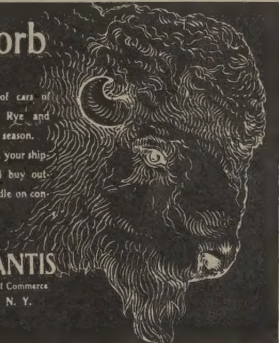
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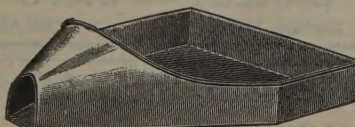
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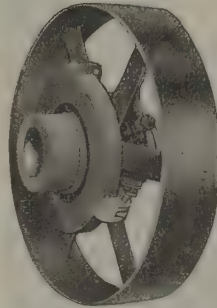


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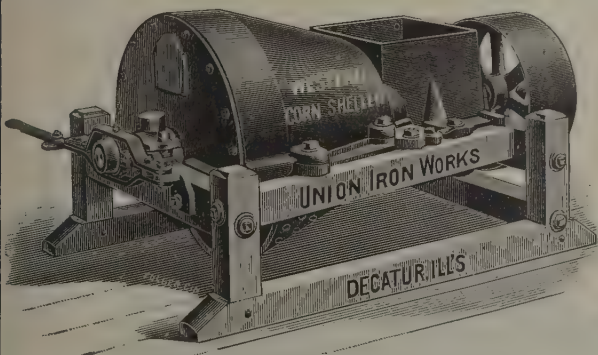


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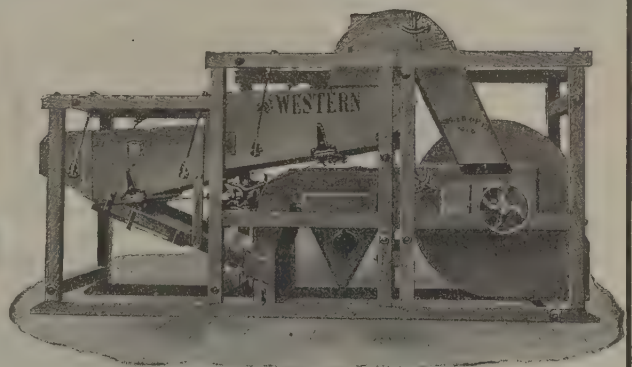
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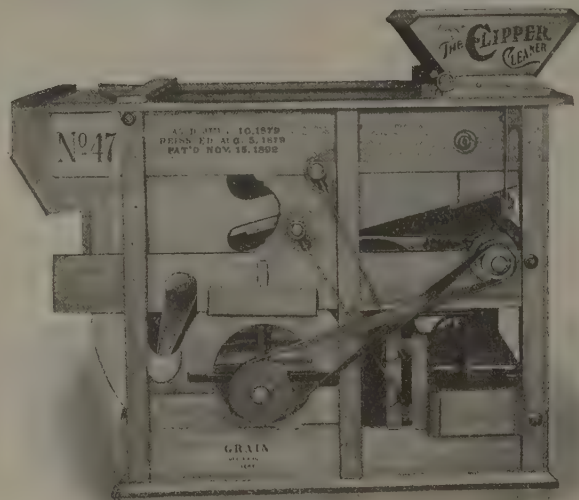
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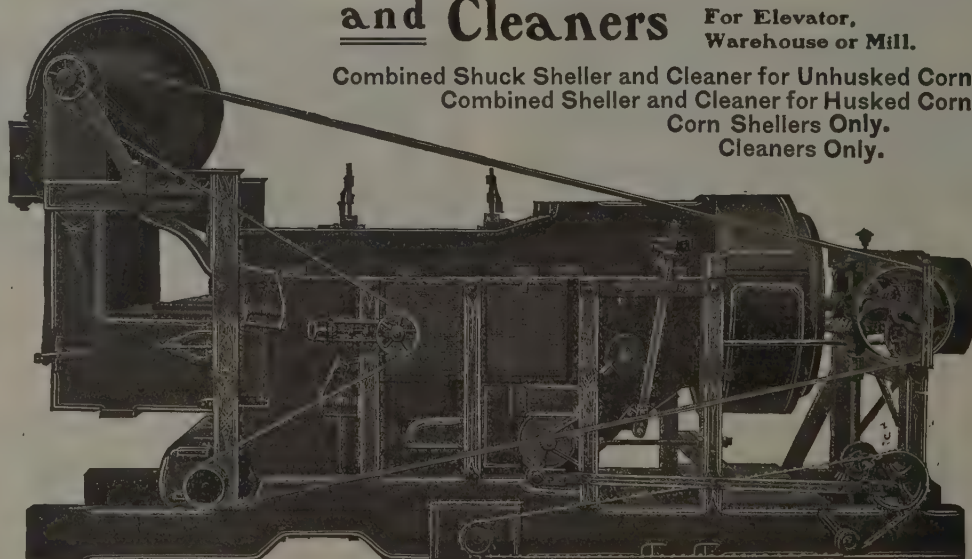
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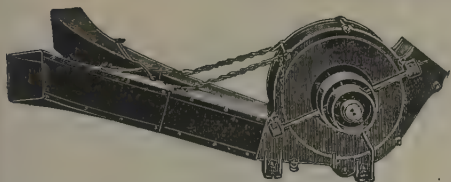
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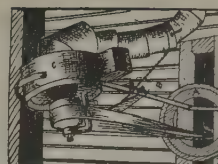
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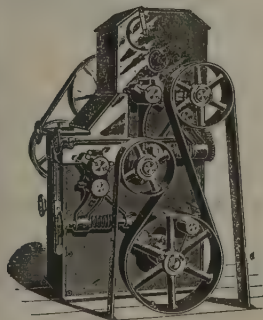


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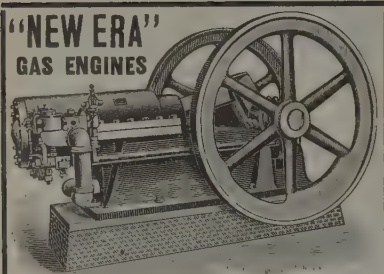
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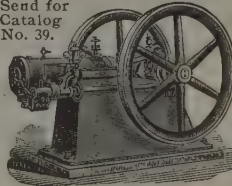
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 FOR GRAIN ELEVATORS
 From 1 to 30 H. P.



Write for descriptive circular.

Charles Brunner, Mfr.
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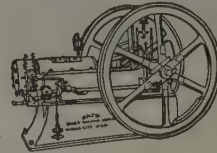
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 ENGINES**

**Columbus
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 COLUMBUS, O.

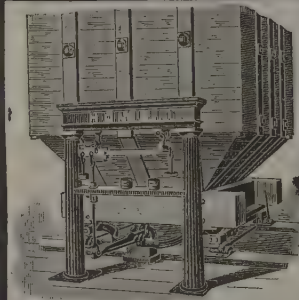
BAUER GASOLINE ENGINES



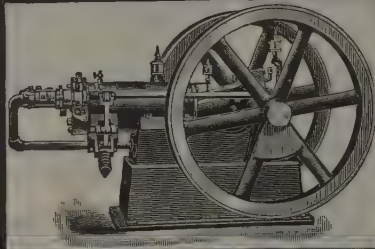
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THE WORLDS BEST



Power
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ESTIMATES FURNISHED PROMPTLY
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**The
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tells you what to do and how to do it when your engine gets out of order. It also tells all about the care and operation of a gas or gasoline engine.

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 For any of the above address,

Grain Dealers Co.,
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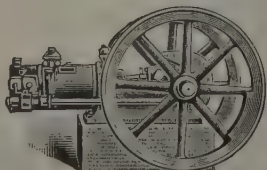
Grain Dealers' Scale Tickets

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net...bushels...pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 Cents. Address

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"OTTO"



SPACE No. 41

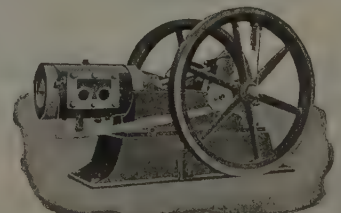
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Chicago Representative:
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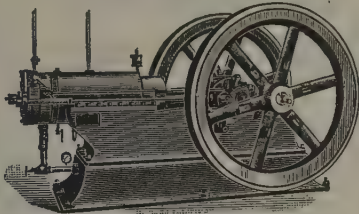
When in the Market for a Gasoline Engine
 Do not fail to write for



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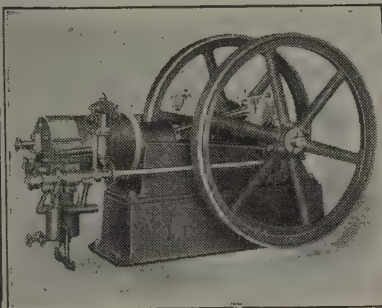
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Send for Catalog of our Special Elevator Engines.

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THIS ENGINE



will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it.

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By NORMAN & HUBBARD

Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines, besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.00.

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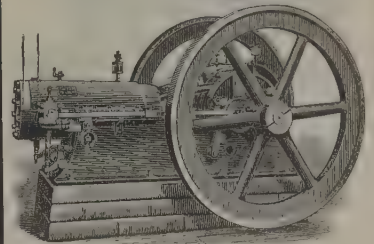
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Have been in a Class by themselves for seventeen years.

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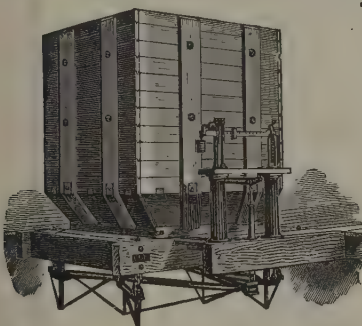
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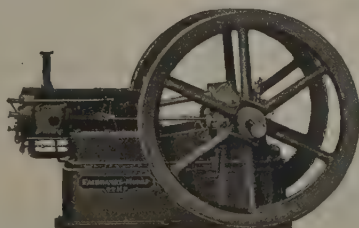
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Gasoline Engines for grain elevators and grain dealers; for power or pumping.

Get catalogue No. 44-B and prices.

ALWAYS MORE
THAN RATED H. P.



Record of Cars Shipped

FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger Paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car. No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 1/2 x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners.

Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

Wagon Loads Received

FORM 380

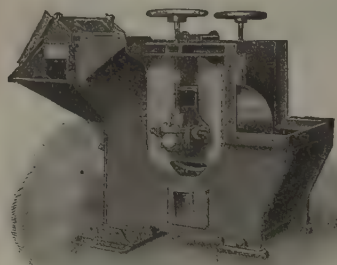
For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9 1/2 x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners.

Price, \$1.50.

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16-inch pulley—16-inch face.

NON-CHOKING

Send for Catalogue "D"

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Omaha, Neb.**POWER!**

With fixed facilities a certain amount of power is required to elevate a given amount of grain. With the ordinary boot, it takes twice as long to elevate the same amount of grain, as with the

Hall Non-Chokable Boot

Hence, your facilities make twice as many revolutions, one-half of which is wasting power driving idle machinery, or tugging at a choke. It costs nothing to investigate.

SENT ON TRIAL.

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is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9½ x 12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Wide columns are provided for recording these facts under the respective heads. Price, \$1.75. Address

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Clark's Decimal Grain Values.**Saves Time, Money and Prevents Errors.**

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

The complete book comprises four sets of tables as follows:

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No. 34. Barley and Buckwheat Values, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.

These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.

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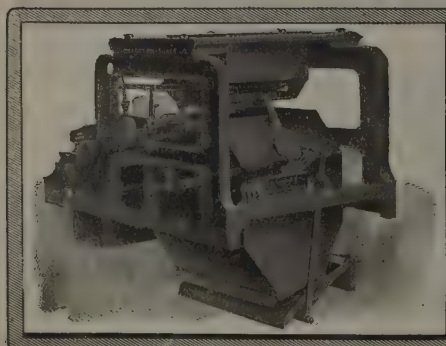
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The illustrious Abraham Lincoln said: "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people *all of the time*." This applies especially to the scale business. Certain manufacturers of scales, working upon the fears and prejudice of the public, and charging exorbitant prices for their goods, have been fooling the people a good many years into the belief that theirs are the only scales made that are reliable and durable. Have you been fooled? If so, don't let it occur again. When in need of a scale remember "**The Standard**," the highest product of the scale maker's art. Every scale furnished by us has our unqualified guarantee as to accuracy and durability, the material, workmanship and finish being strictly first class. So, when the other fellow tries to make a monkey of you, **be not afraid**.

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Build Good Elevators
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I will refer you to any owners of the 250 I have built in the past four years.

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If Interested write for Plans and Estimates on your Work.

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In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

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" " " Lausford, "	30,000
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" " " Lowell, "	30,000
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" " " Blabon, "	30,000
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If you want a modern up to date elevator, we can build it for you, and do the work promptly and well.

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Bushels Capacity
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Bushel Values

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Bushels are shown in red figures and values in black. The price per bushel being given at top of value columns.

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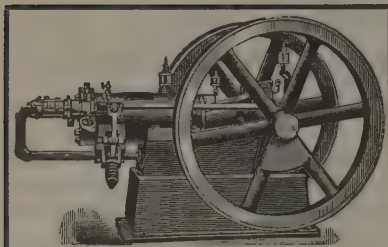
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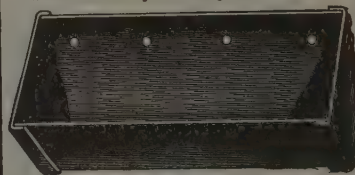
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GRAIN DEALERS JOURNAL,
255 LaSalle Street,
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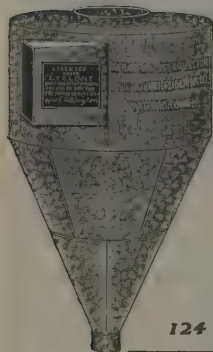
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If so, the*

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Write to Department M for Leaflet M-55.

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We want you to let us quote you prices for the equipment of your new elevator. We think it will pay you. We carry a large stock and make prompt shipments.

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A GRAIN SPOUT

That will load cars without shoveling.

It is worth its weight in gold

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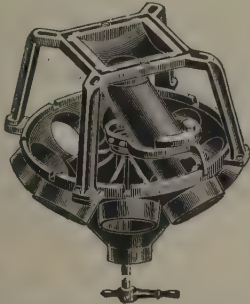
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NON-MIXING.

It is the most successful Distributor ever made, as is attested by its use in every state and with all kinds of grain. Our price, compared with its startling economy of operation and Non-Mixing of grain, is cheap—in fact it cannot be duplicated elsewhere at any price. It is easy to install, and easier to operate, and has become a recognized "money saver" to the elevator trade.

Investigate now: you'll wonder why you didn't do it sooner.

SENT ON TRIAL

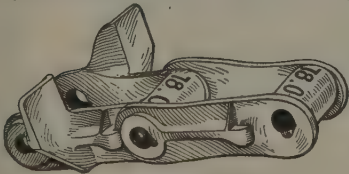
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HALL DISTRIBUTOR CO.

222 First Nat. Bank Bldg.

OMAHA, NEB.

THE A. H. R.
Special Grain Feeder Chain No. 78,



The Strongest in the United States for Grain Feeders.

A. H. RICHNER, Patentee and Manufacturer,
606 So. Water St., Crawfordsville, Ind.

THE GERBER

distributing spouts have

a world-wide reputation.

Elevator supply houses

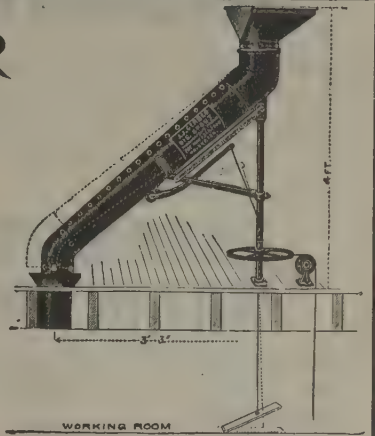
are stocking up with

them by the hundreds.

WRITE

J. J. GERBER

Minneapolis, Minn.



WORKING ROOM

The Flour City IMPROVED DISTRIBUTING SPOUT

Combines Strength with Simplicity,
Ease of Operation with Certainty of
Adjustment

Making the Flour City the best distributing
spout on the market to-day. Write to-day to

POND & HASEY CO.

231 Fifth Ave., So.,

MINNEAPOLIS, MINN.

ELEVATOR SUPPLIES

We can equip your elevator from top to bottom. If you need a gasoline engine, a grain cleaner, scales or anything for your elevator, we have it and can ship promptly. Get our catalog now, then tell us your troubles.

C. D. Holbrook & Co.
MINNEAPOLIS, MINN.

Varney's Loading Spout

is designed especially to meet the needs of the country elevator. With it grain can easily be spouted in any direction. Any one can erect it and reduce the labor of loading cars.

Write for facts to

Varney Mfg. Co.
Leavenworth, Kan.



WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

Moisture

should be removed from your grain before it leaves your elevator. Then you can rest easy as to its condition when it arrives at destination. It is now possible for every country elevator man to dry grain, for the

PERFECTION GRAIN DRIER

Is within reach of all and it is practical, too. A postal card request will bring full information.

REFERENCES:

BABCOCK & HOPKINS, Rensselaer, Ind.
CALDWELL, BARR & CO., Earl Park, Ind.
ROSS & ROSS, Chalmers, Ind.

PERFECTION GRAIN DRIER CO.

NOT INCORPORATED

Successors to

TWEEDALE & HARVEY

ROOM 905, 303 DEARBORN ST.
CHICAGO

The Modern Miller says: "Heavy rains have created fear of floods and especially in the West, where the rainfall has been very heavy. Corn plants are interfered with, and that the crop is being damaged in Oklahoma and Kansas by the continued rains. Oklahoma crop conditions are maintained, though the prospects for the Ohio Valley are for a yield not to exceed half an acreage crop."

... In the Northwest the weather is cool and not giving wheat its normal growth; not strictly unfavorable at this date, however, but must warm up if we get best results."

... is normal in condition. Weather has been poor for corn, too cool for prompt germination and early growth. Considerable complaints of defective stands from inferior seed are received. Acreage

The Ohio crop report, as wired here by C. A. King & Co. of Toledo, made the condition of winter wheat 54, as against 53 a month ago and 59 a year ago. It said that considering the acreage plowed up the wheat prospect was the poorest in ten years except 1900. Corn very irregular, due to cold, wet weather. Much rotting and some replanting.

*Don't these remind you
of last year, and the
subsequent need of
Hess Grain Driers?*

*Hess Drying & Ventilating Co.
707 Tacoma Bldg., Chicago.*



Read What Users of our Latest Type



Elevator Separators Have to say of Them

KANSAS CITY, Mo., May 14, 1904.

THE S. HOWES CO.,
Silver Creek, N. Y.

GENTLEMEN:—

We have had your two No. 184 "Eureka" Two-Fan Two-Shoe Counter-Balanced Separators in operation for some time, and find them to be in every way satisfactory. We consider the counter-balancing arrangement a great improvement, as the machines run smoothly, and without jarring or vibration. The aspirations are all that could be desired, and we find the machines to be well and heavily built, and we consider these Cleaners are the best that are made, and are in every respect entirely satisfactory. It was on account of the good work obtained from these machines that we placed our order with you for the Cleaners and Clippers for our New Harlem elevator.

Yours very truly,
HARROUN ELEVATOR COMPANY
Per A. M. Harroun.

(Signed)

The S. Howes Company



"EUREKA" WORKS

SILVER CREEK, N. Y.

Established 1856



KILN-DRIED CORN

HESS SYSTEM

ALWAYS COOL AND SWEET.

Made by

Armour Grain Co.
Bartlett, Frazier, Carrington & Co.
The Richardson Co.
Frank Marshall
Edward R. Bacon
J. J. Bryant Company

Chicago.

Northern Grain Company, Manitowoc, Wis.
Nobbe Bros., Farmersville, Ill.
Lewis I. Taylor & Sons, Earlville, Ill.
Whipple & Barr, Plainfield, Ill.
Bartlett, Kuhn & Co., Terre Haute, Ind.
Bartlett, Kuhn & Co., Evansville, Ill.
A. M. Ludeman, Wolcott, Ind.
Kansas Grain Co., Hutchinson, Kans.
Westwego Elevator, New Orleans, La.
Peavey & Co. (Midland Elevator Co.), Kansas City, Mo.
John I. Glover, Kansas City, Mo.
Brodnax & McIney, Kansas City, Mo.
Updike Grain Co., Omaha, Nebr.
Peavey & Co. (Omaha Elevator Co.), Omaha, Nebr.
Duff Grain Co., Nebraska City, Nebr.
Cleveland Grain Co., Cleveland, O.
Union Elevator Co., Cleveland, O.

Your name on a card will bring my free booklet describing it.

GEO. H. HESS, JR.

707 TACOMA BLDG.

CHICAGO.

GRAIN WANTED.

GRAIN WANTED, car lots; send samples. F. W. Ferguson, N. Bloomfield, O.

WE are always in the market for chicken feed wheat. Send samples. BURNS BROS., Buffalo, N. Y.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

WE solicit your consignments of grain and millfeed. They will have our best care. BURNS BROS., Buffalo, N. Y.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

GRASS AND FIELD seeds wanted. We are always in the market for all varieties. Address the Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

WANTED, your consignments of flour, grain and hay. Personal attention and prompt service. Address, Bennett, Hawkins & Co., Nashville, Tenn.

A RELIABLE broker with first-class reference would like to correspond with grain dealers who would fill local orders for grain south and east. Address, Broker, Box 10, Grain Dealers Journal, Chicago, Ill.

J. H. KINKEAD, BROKER, solicits the accounts of reliable shippers of Hay, Straw, Grain and Mill Feeds on usual brokerage. All sales made with draft attached to bill of lading, F. O. B., Fairmont, W. Va.

GRAIN WANTED.

OFF GRADES,
OATS AND WHEAT,
ANY QUANTITY

OR
CONDITION.

SEND SAMPLE AND PRICE.

B. & O. ELEVATOR,
THIRD & W. FRONT STREETS,
CINCINNATI, OHIO.

GRAIN AND SEED FOR SALE.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

FIELD AND GRASS seed for sale. When in need of anything in this line write us. We make prompt delivery. The Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

ALFALFA SEED—We offer the best kinds that grow. Seed is taken from Alfalfa that makes the best growth and best adapted to this country. We sell it more reasonable than others; recleaned seed \$13.50 per cwt. TURKESTAN ALFALFA, the Alfalfa that has proven such a great success on dry arid soils and will withstand more hardships than any other kind. We have the genuine article, recleaned, free from obnoxious weed seeds, for \$16.00 per cwt. Send for samples and send in your order. Catalog is free. Be friendly. Write us. Address A. A. Berry Seed Co., Box No. 105, Clarinda, Iowa.

MISCELLANEOUS.

GRAIN BAGS for rent from 100 to 100,000. For rates write Foell & Co., 123 Market St., St. Louis, Mo.

HAY WANTED.

HAY Consignments solicited. Drafts for 75 per cent of value honored. Prompt returns. R. L. Chenery, Richmond, Va.

HAY AND STRAW WANTED on all roads. Liberal advances on all consignments. W. D. Jones, Buffalo, N. Y.

WANTED 25 cars strictly No. 1 hay; delivered N. Y. & Boston rate point. Please quote price delivered. W. A. Vanderveer, Port Ewen, N. Y.

WE ARE RECEIVERS and shippers of hay and straw, are members of the National Hay Association. We handle grain and feed. Ambler Bros., Poughkeepsie, N. Y.

HAY CONSIGNMENTS solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns. S. T. Beveridge & Co., Richmond, Va.

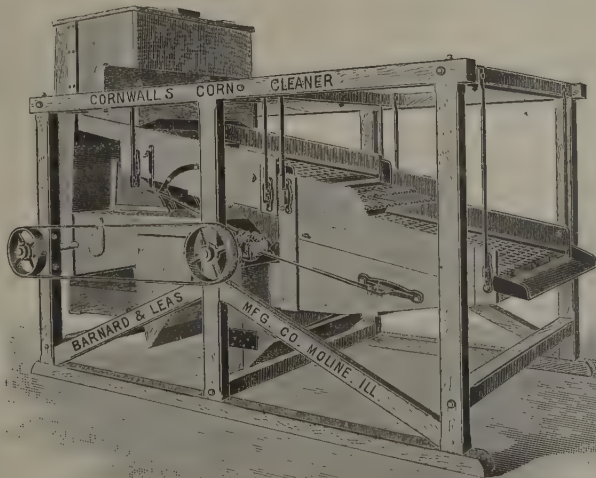
OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

YOUR HAY
WILL GET
OUR
BEST SERVICE.
WRITE FOR
MARKET LETTER.
THE GALE BROS. CO.,
CINCINNATI, OHIO.

Results Follow The Ad

We have sold out. Your Journal did it.
McCREA & VLEREBOME, New Holland, Ohio.

Improve Your Grades



This must be done if you want to get the best results from your house.

For this purpose the Cornwall Corn Cleaner has no equal.

It has valuable features possessed by no other Cleaner.

Its patent finger sieve will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature together with the row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to thoroughly clean the corn in one operation.

We also make other Cleaners and a full line of Shellers, while we furnish every thing in the elevator line.

Send for our Circular "C."

Barnard & Leas Mfg. Co.

Builders of Elevators and Elevator Machinery.

Moline, Illinois.

ELEVATORS FOR SALE.

FOR SALE—Feed mill and elevator. Address, Lock Box 33, Carlisle, Ia.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

WRITE ME before buying an elevator. Can suit you. T. C. Grady, Maroa, Ill.

LIST YOUR ELEVATORS and mills for sale with me. Have cash buyers. Aaron Smick, Decatur, Ill.

ELEVATOR for sale in Western Iowa, large territory; snap for cash buyers. Address, Taylor & Emmons, Stuart, Ia.

ELEVATORS FOR SALE in Illinois, Indiana, Ohio, Iowa and other states. Write for list. Aaron Smick, Decatur, Ill.

ELEVATOR AND COAL business for sale or will sell half interest; 20,000 capacity, 15,000 crib room. J. M. Groff & Co., Victor, Ia.

ELEVATOR FOR SALE in Southwestern Minnesota on C., M. & St. P. Ry. For particulars address McGlin Bros., Okabena, Minn.

ELEVATOR for sale in good grain town in Illinois; 30,000 bu. capacity; gas engine, sheller; all modern machinery. Address Box 205, Bismarck, Ill.

FOR SALE—Best paying elevator. Fruit and potato business in a northern Michigan county seat. Address H. E. S., Box 7, Grain Dealers Journal, Chicago.

GOOD ELEVATOR and grist mill for sale or trade for desirable farm. Doing good business; elevator new. Address C. H. Korff, 1902 No. 28th St., Omaha, Neb.

IF YOU want to get a horse shod go to the blacksmith shop; if you want to buy an elevator go to the Man who sells them. C. A. Burks, Elevator Broker, Decatur, Ill.

FOUR PROPERTIES in May and two so far in June is the number of elevator properties sold by C. A. Burks, Elevator Broker, Decatur, Ill. Better write him if you wish to buy or sell.

ELEVATOR FOR SALE, 18,000 capacity, gasoline engine, cleaner, dump and scales; good grain section, Northern Iowa. Address, Room 81 Chamber of Commerce, Minneapolis, Minn.

FOR SALE—Good commission grain business; a profitable, up-to-date office business. Correspondence and investigation solicited. Address, L. I., Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale, 10,000 bushel capacity, up-to-date; good wheat, corn and oats belt; all new, and good coal business. No competition. Come and see. W. L. Bristoll, Mt. Blanchard, Ohio.

FOR SALE OR EXCHANGE: A grain elevator located in one of the best agricultural sections of Ohio. Good reasons for selling. Will sell cheap. Address, M. A. H. Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

NEW 10,000 BU. ELEVATOR for sale, or rent. Coal, tile, stone, machinery and lumber; now doing good business; no competition. Address Box 87, Sycamore, Ill.

FOR SALE—One new 20,000 bushel elevator in Southern Minnesota and three 15,000 bushel elevators in Iowa. For particulars address Lock Box 314, Luverne, Minn.

TWO WELL located Kansas elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR FOR SALE in Mad River Valley on Big 4 R. R., 10 miles from Springfield, Ohio; in first-class grain section and fully equipped for shelling corn and handling all kinds of grain. Address, W. B., 254 Clifton St., Springfield, Ohio.

FOR SALE—Modern Iowa elevator with stock business; 20,000 capacity, 40,000 crib room. Might sell lumber and coal business in connection. Good country, business and prospects. Address, Maica, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE, 20,000 bu. capacity; almost new; of best construction; everything complete; scales and dump combined; the best farming section in southern Indiana. Price, \$5,000. Direct line to best markets. Address, J. P. Norton, Clifford, Ind.

N. E. KANSAS ELEVATOR for sale cheap, 20,000 bushel. Gasoline engine, Victor sheller, Cornwall cleaner; forty thousand capacity hopper scale, Boss car-loader. Cash and time or cash and clear land. Address, N. E. K. Box 9, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale. New, just completed, good size lot of land, good coal business as well as grain business; stock scales. Situated in central Indiana in good corn and oats country on Big Four railroad. Address Hoosier Box 9, Grain Dealers Journal, Chicago, Ill.

HAVING DECIDED to retire from business the owners offer for sale 23 elevators of good capacity and situated at good paying stations in Minnesota, South Dakota and North Dakota. For full particulars, Address, Line Co., Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

FOR SALE—Exclusive stock and coal business with a 10,000 bushel elevator in good repair in Eastern Kansas in good town. Address Sasnak, Box 8, Grain Dealers Journal, Chicago, Ill.

TWO GRAIN ELEVATORS for sale. Located in central Kansas on the Frisco and Missouri Pacific R. Rs.; wheat prospects good. For particulars address Krow, Box 8, Grain Dealers Journal, Chicago, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

ELEVATOR FOR SALE, with corn and feed mill in connection. Enjoys a splendid feed trade; best shipping facilities; the only elevator in a city of 25,000. A 30-h. p. gas engine produces power at a cost of 10 cents per hour. Everything is in first-class condition. Price, \$5,000. Address, F. S. Butler, Richmond, Ind.

TRACK BUYING and transfer business for sale or exchange for country elevator; this business is located in one of the best cities in Central Illinois, and the owners of elevators are enjoying a liberal patronage. The Elevator is leased on reasonable terms and enjoys a liberal contract. Write me to-day. C. A. Burks, Elevator Broker, Decatur, Ill.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

LOCATIONS FOR ELEVATORS

Excellent locations for ELEVATORS on the Belt Ry. of Chicago. (The Inner Belt). Address B. Thomas, Pres., Room 13, Dearborn Station, Chicago.

**TO BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

ELEVATORS WANTED.

WANTED to buy or rent elevator. Address Box 154, Lesterville, S. D.

WANTED to buy elevator in Oklahoma. Address, W. H. Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED ELEVATORS in exchange for farm lands in Illinois, Iowa and Minnesota. Aaron Smick, Decatur, Ill.

WANTED, one or two elevators doing good business. Address, G. H., Box 11, Grain Dealers Journal, Chicago, Ill.

IF YOU wish to dispose of your elevators, kindly write full particulars to the Wesley Elevator Co., Wesley, Ia. Will purchase one or more elevators.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

I HAVE a customer for an elevator on the I. C. in Illinois. Write me today. C. A. Burks, Elevator Broker, Decatur, Ill. Information confidential.

ELEVATOR WANTED in southern part of Minn. or So. Dakota; prefer Rock Island Road. Address W. E. C., Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED at once a good elevator doing a good business, handling 150,000 bushels or over of wheat and corn per season. Address Call Box 82, Thomas, Okla.

ELEVATORS WANTED at good wheat stations on C. H. & D. system or P. & E. division of Big Four. Address W. A., Box 6, care Grain Dealers Journal, Chicago, Ill.

FEW OKLAHOMA OR KANSAS elevators wanted. Give full description. State lowest price and best terms. Address, Cook, Box 11, Grain Dealers Journal, Chicago, Ill.

I HAVE three parties who want elevators in Minnesota or the Dakotas in exchange for good wheat farm. What will you do? C. A. Burks, Elevator Broker, Decatur, Ill.

ELEVATOR WANTED at good grain point, Western Iowa, Eastern So. Dakota or Western Minnesota preferred. Address, B. L. T., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED—Good elevator and feed business in live country town. County seat preferred. Full particulars first letter. Address, Dale, Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Iowa or Illinois in exchange for a good farm, located in Palo Alto county, Iowa, valued at \$65.00 per acre; incumbrance \$6,100; will take elevator worth \$3,000, balance cash. Address Box 848 Spencer, Iowa.

WANTED a line of Elevators on either of the following roads: B. & O., Erie or Penn., west of Mansfield, Ohio, with whom we can make arrangements to buy wheat for us on a commission basis. Address, The Hicks Brown Milling Co., Mansfield, Ohio.

ELEVATORS WANTED.

WANTED to rent, with option of buying, elevator on eastern lines within 75 miles of St. Louis. Capacity at least 20,000. Give full description and terms. Address, W. A. C., Box 11, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

FULL outfit of machinery of 50-bbl. roller mill for sale. C. J. Kreisel, Olmitz, Kans.

FOR SALE—A controlling interest or the entire 125 bbl. up-to-date flour mill. Bentley & Bentley, Augusta, Okla.

MODERN FLOURING MILL for sale. Most desirable location, center of rich grain belt; bargain if taken at once. Address C. C. Crouch, La Grange, Mo.

FOR SALE or exchange, flour mill, 125 bbls., and 12,000-bushel elevator, clear; best location; building 36x65, three story. Hobart, The Phoenix, Minneapolis, Minn.

FOR SALE—150-bbl. flour mill, elevator adjoining, combined capacity, 60,000 bu. Good wheat country in Indiana; also mills in other states. Aaron Smick, Decatur, Ill.

FOR SALE OR RENT—A good, up-to-date flour mill, well located for business, in Ohio. You cannot afford to miss this if you want a good business; there is money in it for you. Address, Box 564, Tiffin, Ohio.

FLOUR AND CORN roller mill, All-free machinery, on bank Tennessee River, L. & N. and So. Ry. In the fertile Tennessee River Valley. Prices reasonable; easy terms; must sell before June 10th. Address, Florence Milling Co., Inc., Florence, Ala.

MODERN FLOURING MILL for sale in one of the best wheat sections of Oklahoma; located on the main line of the A. T. & S. F. R. R. Prospects for crops this year are good. This mill was built 4 years ago; is a four story frame structure, in splendid condition with a capacity of 125 bbls. of flour and 100 bbls. of meal per day; building large enough to increase its capacity to 300 bbls. of flour. Write E. A. STINSON, Guthrie, Okla., for full particulars. It will pay you to investigate this proposition.

FLOUR MILL LOCATIONS

OPENINGS for flour mills, feed mills and grain elevators are numerous along the several new lines of the St. Louis & San Francisco Railroad recently opened to traffic. These lines traverse some of the finest wheat and corn producing sections of the Southwest and opportunities for mills are numerous. The



through its Industrial Department is prepared to furnish full information regarding desirable flour mill locations. Send for copy of new handbook of information entitled "Opportunities."

M. SCHULTER
INDUSTRIAL COMMISSIONER

Frisko Building ST. LOUIS, MO.

MISCELLANEOUS FOR SALE.

IOWA FARM in Blackhawk County, 240 acres for sale or trade. Address, G. W. Conrad, Wood River, Nebr.

FOR SALE OR RENT, a double store brick building in best farming country of Wisconsin; business connected with grain elevator, cheese factory and post office. Address E. P. Neuens, Fredonia, Wis.

BAGS FOR SALE.

10,000 second-hand, 2-bu. Grain Bags, 10,000 140-lb. Export Flour Bags, 5,000 5-bu. Oats Bags. Cheap. William Ross & Co., 57 So. Water St., Chicago, Ill.

THE EVANS controllable wagon dump for sale; can be used with or without dump scales; absolute safety, control, great strength, durability; try our dump; if not the best after 30 days' trial, return it to Moulton & Evans, 909 E. 18th St., Minneapolis, Minn.

BELT FASTENER. Something new. Quickly adjusted; holds belt tight; can be used over and over again; saves all bother, worry and trouble. Good commission for selling. For particulars address W. A. Nutt, Urbana, Ohio.

HAY BARN for sale. Practically new, about 80x150 ft. (100 cars capacity) on two lots 50x200 ft. each; located in the prosperous town of Mounds, Creek Nation, I. T., on Frisco Ry. A fine grain and hay point. Bargain for cash. Rented last year for \$300.00, but want to sell at once. Wire or write Waxahachie Grain Co., Waxahachie, Tex.

FOR SALE.

- 1 700 bu. Fairbanks Hopper Scale.
- 1 60 bu. Fairbanks Hopper Scale.
- 1 10 h. p. Vertical Steam Engine.
- 1 15 h. p. Atlas Steam Engine.
- 1 20 h. p. Steam Engine.
- 1 35 h. p. Steam Engine.
- 1 20 h. p. Upright Steam Boiler.
- 1 25 h. p. Upright Steam Boiler.
- 1 35 h. p. Horizontal Boiler.
- 1 50 h. p. Horizontal Boiler.
- 1 12 in. Scientific Grinding mill.

The E. E. Hollister Co., Quincy, Ill.

MACHINES WANTED.

ONE, TWO-PAIR high roller feed mill wanted. Walter G. Trumpler, Tiffin, Ohio.

Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11 1/2 inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net... bushels... pounds, Price, Dollars and Cents.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cent. Address

GRAIN DEALERS COMPANY

255 La Salle Street - Chicago, Ill.

ENGINES FOR SALE.

GASOLINE ENGINES, 2 to 25 h. p., cheap. F. L. Suffern, Decatur, Ill.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

FAIRBANKS-MORSE gasoline engine for sale, second hand, 12 h. p. Garfield County Milling Co., Enid, Okla.

FOOS GASOLINE ENGINE for sale. 5 h. p.; nearly new. Address H. I. Martin, 1719 N. St., Lincoln, Neb.

FOR SALE—One 11x18 slide valve self-contained engine, with Gardner governor. Address, Goodenough Bros., Louisville, Ill.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

GAS OR GASOLINE engine, 3 h. p., for sale; new; never been used. Price if sold soon, \$110. Address Clark Bros., Wabash, Ind.

FOR SALE—One 35-h. p. White & Middleton Gasoline Engine, in good condition. John R. Lowrey, 12th & Izard Sts., Omaha, Neb.

FAIRBANKS-MORSE gasoline engine, 22 h. p. in good condition for sale at a bargain. Address, W. O. Brackett & Co., Sherman, Tex.

KEROSENE OIL ENGINES are the most satisfactory type. Send for Catalog. Int'l Power Vehicle Co., 381 Dearborn St., Chicago, Ill.

SECOND-HAND Gasoline Engine, 12 h. p., Standard make; will sell cheap on quick cash sale. Address G. S. Crilly, 715 Adams St., Chicago, Ill.

FAIRBANKS-MORSE 54 h. p. Gasoline Engine for sale; run 2 years; will sell cheap. Address F. W. Seele, 408 Chamber of Commerce, St. Louis, Mo.

FOR SALE—One second-hand Brown gasoline engine, in splendid condition. Used but a short time. 16 h. p.; everything complete; price quoted on application. Lyons Mill & Elevator Co., Lyons, Ind.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

GASOLINE ENGINES for sale; practically new.

1 2-h. p. Stover Gasoline Engine, \$60.00

1 3-h. p. Webster self-contained, with electric spark and tube, \$100.00

1 3-h. p. Foos Vertical Gasoline Engine, \$75.00

1 4-h. p. Webster Vertical Gasoline Engine, \$125.00

1 5-h. p. Webster-Lewis Gasoline Engine, \$125.00

1 8-h. p. Standard Gasoline Engine, made at Des Moines; in use about six months; both torch and electric spark; all complete, \$175.00

1 16-h. p. Racine Gasoline Engine, \$200.00

1 7½-h. p. Webster Horizontal Gasoline Engine, \$190.00
Address, Allen P. Ely & Co., Omaha, Nebr.

ENGINES FOR SALE.

SECOND-HAND 12 h. p. Foos stationary gasoline engine, price \$250, for sale. Address, Geo. D. Pohl Mfg. Co., Vernon, N. Y.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

ENGINES AND BOILERS.

TUBULAR BOILER, 66 x 16, with fronts, in good order, for sale at a bargain. F. G. Ely, Traders Bldg., Chicago.

FOR SALE: One 15 h. p. upright boiler and engine, in excellent condition. Hoerlein, 3151 Cottage Grove Ave., Chicago, Ill.

FOR SALE—A 40 h. p. Atlas boiler, almost new, and a 35 h. p. Atlas engine. Wellington Milling & Elevator Co., Wellington, Kans.

FOR SALE CHEAP—A 75 h. p. steam plant. One 60 in. x 14 ft. Atlas boiler, 3½ in. flues; one 10 and 14x20 Atlas tandem compound automatic engine; one Brownell open heater, and one Dean Bros. boiler feed pump. All in good order; can be seen running every day. I want to sell this plant for delivery June 1st; will sell as a whole plant, or will split it up. Address J. H. Cline, Concordia, Kans.

ENGINES.

1 250-h. p. 18x36-inch Buckeye Automatic Girder frame, slow speed, \$1350.00
1 90-h. p. 11x18-inch Buckeye Automatic Tangye Bed, Medium Speed,

\$550.00

1 50-h. p. Nordberg Corliss, \$500.00

1 250-h. p. 18x42-inch Weisel & Vilter Corliss, \$1300.00

1 175-h. p. 18x24-inch Atlas Heavy Duty Automatic, \$650.00

1 70-h. p. 14x16-inch Porter Mfg. Co. Center Crank, \$300.00

These engines are all still on their foundations, absolutely as good as new.

BOILERS.

5 80-h. p. 60-in. x 16-ft. 2-ring design, 44 4-inch flues complete with full front and trimmings, including Hawley Down Draft Furnaces, each, \$300.00

1 200-h. p. Baragwanath Copper Tube Heater, almost new, \$225.00

F. E. PFANNMUELLER & CO.,
Phone 1767 Harrison, 733 The Rookery,
Chicago, Ill.

MACHINES FOR SALE.

BARNARD & LEAS Cleaner, No. 3, for sale cheap. F. G. Ely, Traders Bldg., Chicago.

FOR SALE CHEAP—Two Barnard & Leas Dustless separators. Address, Harris, Scotten Co., Burlington, Ia.

SECOND-HAND CORN SHELLER for sale cheap. Has no equal; a great success; guaranteed. Address, W. L. Bristol, Mt. Blanchard, Ohio.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redman, Ill.

MACHINES FOR SALE.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 20. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

FOR SALE: One Oliveys sieve, scalper and grader. Also, one No. 2 Little Victor corn sheller and cleaner combined. Both machines good as new. J. M. Horning, Greensburg, Ind.

FOR SALE—No. 4 Western corn cleaner and fan; No. 4 Western corn sheller; 3,600-pound hopper scale and one 20-h. p. boiler. All in good order. Address, Treat & Morrison, Gays, Ill.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

FOR SALE—One No. 4 Oat Clipper and one No. 4 Barley Scourer. Both machines Barnard & Leas make. Sold cheap if taken at once. For particulars address Stockdale & Reimers, Morrison, Iowa.

BARGAIN in a second-hand No. 1 Wilford 3-roller feed mill, capacity 60 to 75 bu. per hour, in first-class condition. Ask for our list of second-hand machines, pulleys, etc. Wells-Abbott-Nieman Co., Schuyler, Nebr.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

ONE SECOND-HAND set of four ton standard Fairbanks dump scales for sale. Garfield County Milling Co., Enid, Okla.

SECOND-HAND SCALES in first-condition for sale cheap. Standard Scale & Foundry Co., 22nd & Wyandotte Sts., Kansas City, Mo.

NEW AND SECOND HAND Railroad Track, Hopper and Wagon Scales for sale. Give us a trial. We will save you money. Beckman Bros., Des Moines, Ia.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

SCALES FOR SALE.

1 600-bu. Fairbanks Hopper Scale, compound beam, and levers to bring beam below, \$125.00

1 6-ton Howe Wagon Scale, with 8x22 platform, \$65.00

1 6-ton Fairbanks Wagon Scale, with 7x20 platform, \$55.00

1 4-ton Fairbanks Wagon Scale with 7x14 platform, \$50.00

All of the above are thoroughly refitted. Address, Allen P. Ely & Co., Omaha, Nebr.

SITUATIONS WANTED.

POSITION WANTED as agent of country elevator; experienced in grain, hogs and coal. Address, Box 136, Jewell, Kans.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

FIRST-CLASS MAN wants position as manager of elevator; best of references; 16 years experience. Address, A. H. Walls, Ridgefarm, Ill.

YOUNG MAN desires position as bookkeeper or general office man with grain firm. References. Address A. D. Morris, Wadena, Ind.

COMPETENT man wants position as manager of grain, lumber, coal and hog business in small town; good references. Address, Box 84, Alburnett, Ia.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 515, Sibley, Ia.

POSITION WANTED by active young man; three years experience, line of grain elevators; good bookkeeper. Address Bookkeeper, 419 4th St., Columbus, Ind.

POSITION WANTED as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED in Chicago grain office by a young man; two years experience in office of Reynolds Bros., Toledo, O., to whom I refer. Address W. R. Alliman, 2439 Vermont Ave., Toledo, O.

POSITION WANTED as manager of country elevator by a married man with eight years experience in grain, seed and coal business; also two years experience in lumber business. Prefer Ohio or Indiana. Address Box 85, London, Ohio.

POSITION WANTED by experienced man as solicitor or purchaser for grain firm or miller. Good judge of wheat. Large acquaintance through Southern and Central Illinois and Missouri. Address, G. O. F., Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with reliable grain firm on the road by experienced grain man with wide acquaintance in grain trade in Oklahoma and Texas. Can furnish good references and get the business. C. A. J., Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of foreman in a country elevator; eight years' experience; can fill any place; can do your repair work; understand gasoline engine; a No. 1 all-around hand man; best of references. Address John F. Barnett, Indianola, Ill.

POSITION WANTED as manager of country elevator. Experienced; 31 years old and married; by faithfulness have worked my way from bottom to top; good bookkeeper. Grain dealers and bankers for references. Address, Manager, Box 10, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED, four men for foremen on elevator construction and twenty journeymen. P. H. Pelkey, Wichita, Kans.

EXPERIENCED MAN wanted to take charge of grain and lumber business, small town in Minnesota. State experience in both grain and lumber business, and salary wanted. Address, Mitchell, Box 11, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED BOOKKEEPER for responsible grain firm who can furnish \$10,000 for use in the business, properly secured. Good deal for right man. References exchanged. Address Responsible, Box 8, Grain Dealers Journal, Chicago, Ill.

STENOGRAPHER AND BOOKKEEPER WANTED for grain office; must be clean, reliable, and experienced in grain book-work. Wages \$60 to the right man. Address, stating age and experience, James Bell & Son, David City, Neb.

MAN CAPABLE and experienced, gasoline engine and elevator machinery, take full charge and operate machine, transfer grain for Ry. Co. Must buy interest, \$500 to \$1000; furnish reference. Address G. N. Consley, Agent, Room 3, Gibraltar Bldg., Kansas City, Mo.

WANTED—Reliable traveling man, now visiting flour, feed and grain dealers, to take special side line on commission or brokerage basis. Give references and territory traveled. Address, S. D., Box 11, Grain Dealers Journal, Chicago, Ill.

AN AD AND THE RESULTS.

HIGH GRADE Buckeye Engine for sale; in first-class condition; cylinder 10x14; 2 drive wheels 60-in. diam., 4-in. steam pipe; will develop 75 h.p. A. Colvert, Attica Ind.

Attica, Ind., Sept. 9, 1901.
GRAIN DEALERS JOURNAL,
Chicago, Ill.

Gentlemen: Enclosed please find check for advertising engine. Kindly discontinue ad in Grain Dealers Journal as it has already sold my engine, and oblige,

Yours very truly,
A. COLVERT.

PARTNERS WANTED.

A CHICAGO BOARD OF TRADE firm with well-established receiving business wants active partner with \$25,000 capital. One with trade in Iowa and Minnesota preferred. Address, H. R. P., Box 11, Grain Dealers Journal, Chicago, Ill.

GOOD, BRIGHT young man with \$5,000 to \$10,000 to invest, can find position with a reliable and thoroughly experienced line elevator and commission house. Only those with the best references and ability need apply. Address, National, Box 11, Grain Dealers Journal, Chicago, Ill.

A THOROUGH, up-to-date grain man with 12 years experience in shipping business, with large acquaintance both East and West, desires to engage with some good Western house where ability and thorough knowledge of business will count. Very best of references. Address, Draw Box 11, Grain Dealers Journal, Chicago, Ill.

PARTNER WANTED with \$5,000 to \$10,000 to engage in grain commission business at point where elevator and distributing facilities are unexcelled. More grain consigned there than to any other market in the East. No risk; profits certain; have proven this by actual experience; can command good line of shipments right from the start. Exceptional opportunity to make money. Correspondence invited. Address, W. A. T., Box 11, Grain Dealers Journal, Chicago, Ill.

GRAIN TABLES FOR CAR LOADS

Clark's Grain Tables for Car Loads, so extensively used for reducing pounds to bushels have been extended to cover the largest car loads. The book now contains 28 pages of tables as follows:

OATS (32 lbs.) six tables, 20,000 to 86,000 lbs.
CORN (56 lbs.) eight tables, 20,000 to 108,000 lbs.
WHEAT (60 lbs.) eight tables, 20,000 to 108,000 lbs.
BARLEY (48 lbs.) six tables, 20,000 to 86,000 lbs.

The number of bushels in any weight of grain, within the numbers specified above are given in bold-faced type. The tables are printed in two colors on good paper. By their use all reductions are avoided and errors are prevented.

Price, \$1.50. Address,

GRAIN DEALERS COMPANY,
255 LaSalle St., Chicago, Ill.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

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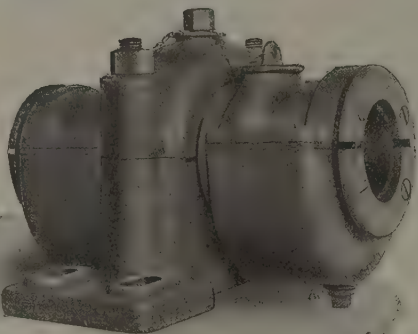
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Why not use bearings made from modern up-to-date patterns? They are just as cheap and much better than patterns that have been used for 15 or 20 years. Our patterns are made from patterns that are right.

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CLEAN CORN

and clean it well if you wish to raise your grades. Corn always grades at the most discriminating markets when the INVINCIBLE CORN and COB SEPARATOR and CLEANER is used. Have you one in your elevator?



This machine will accomplish what is claimed for it. It will perfectly separate the cobs and pieces of cobs as the product comes from the sheller and fit the corn ready for market. Send for our catalog.

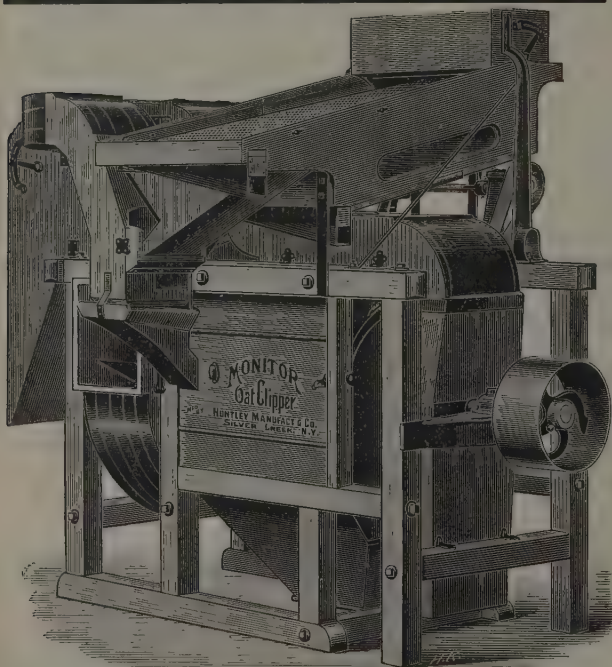
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MONITOR MACHINES



The Monitor Oat Clipper

is so much the best machine for the purpose and makes money so fast for Grain Dealers who use it that we want every Grain Dealer to send for special folder describing this machine.

Among the other Monitor Money Makers are Elevator and Warehouse Separators, Aspirators and Smutters, Flax, Barley and Corn Separators, Seed Cleaners, etc.

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MAKE MONEY



GRAIN DEALERS JOURNAL

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elevator men of the country is unquestioned.
The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

CHICAGO, ILL., JUNE 10, 1904.

"AND what is so rare as a day in June," on which no grain dealers' convention is held?

ATTEND the annual meeting of the Grain Dealers National Assn., Milwaukee, June 22, 23 and 24, if you want to SEE the stuff that made the Cream City famous.

FREE STORAGE has never been known to result in profit to the elevator owner, but it does cause him a lot of inconvenience and expense. Don't begin it if you are in business for a living profit.

THE CHICAGO Board of Trade Transportation Committee has now commenced to see a real opportunity to help the trade, and no doubt the Board will soon have a traffic bureau worthy of the name.

DEALERS who will go via Chicago to the Milwaukee convention of the Grain Dealers Natl. Assn. should avail themselves of the rate made by all railroads to Chicago account of the Republican Natl. Convention of one fare plus 25 cts.

ARBITRATION is recognized by nearly every one in the trade as being the quickest, the cheapest and the most effective way of settling trade differences. However, as the work progresses, it becomes incumbent upon the different assns. to adopt rules governing the presentation

of evidence and the method of hearing, which shall reduce the liability of working injustice in the name of arbitration.

WHILE OVERHAULING your elevator bear in mind that heavy wire screens placed over your windows will not only protect the windows from stones boys happen to throw that way, but they will also keep out birds and sparks and still permit the free passage of air.

"NO BAGS LOANED." If you would relieve your business of this burden, imposition and curse, have big placards printed and post them all over your office and elevator. Then stand by the sign and let the farmer furnish his own bags as well as horses and wagons.

REPORTS from winter wheat districts give glowing accounts of the splendid condition and the large acreage of oats and corn. In fact, the acreage of these grains seems to be much larger than for years, so that the grain dealers of these districts will have something to ship.

NOW as the new crop is about to move, resolve, resolute and swear that you will not advance money to anybody on grain to be marketed later. If the farmer wants to borrow, send him to the banker and thereby save your own business and do the farmer as well as the banker a favor.

DOCKING grain received at terminal elevators for future shrinkage, we are sorry to say, is still tolerated, still permitted, still licensed, although the percentage of dockage has been reduced to a very low figure. It is admitted to be wrong and few elevator men seek to justify it. Hence it should be discontinued.

MOW-BURNT wheat,—do you know what it is? Can you tell it always when you see it? If you can, pick out a handful of mow-burnt grains and chew them fine. Then consider carefully whether or not you believe the miller can make good flour of such wheat. If you will refrain from mixing it with good wheat you will get a much better price for the wheat from the miller.

DO YOU keep sealed in a tight paper bag, a sample of each carload of grain you ship out? Would it not be a wise precaution and assist you in determining whether or not your idea of the grade is right, after a difference has arisen between you and the consignee? Try it a season, and always strive earnestly to get a fair average sample of each carload, of at least five pounds of grain.

OVERBIDDING, or paying more than the prices ruling in market centers justifies, seldom occurs at stations where dealers maintain friendly relations and have confidence in one another. If you are so unfortunate as to be at outs with your

competitor, get next to him and induce him to go with you to the next meeting of the assn. or a-fishing. Establish cordial relations by being friendly.

EDUCATE your farmer patrons to use pure white oats for seed. Then you will not be forced to engage in controversies with terminal buyers over differences or losses due to black oats contained in your shipments. You can well afford to ship in clean seed of a pure variety. It will relieve your troubles and increase your profits and do likewise for the grower. Superior seed always results in a larger yield as well as a higher price.

THE CENTRAL market which grades strictly and rigidly both out and in, attracts buyers and insures better prices for shippers who send good grain to that market; while the market which has a slack inspection force gives no encouragement to the shipper who carefully cleans his grain and raises the quality to meet the requirements of the rules before shipment. Rigid grading, uniform grading can be profitably encouraged by every shipper.

SHIPPERS who are in favor of paying present freight rates and accepting uniform B—L, which relieves the carrier from nearly all of its common law liabilities, should rest on their oars, but those who are determined to have the present form of B—L, even tho carriers do charge more for it, should rise, to a man, and oppose the inauguration of the so-called uniform B—L. It is merely a club to extort more money from shippers and to obtain relief from present liabilities.

IT IS indeed wonderful how long and successfully a man expelled from an exchange can continue to do business in the same market. Either his patrons have wonderful confidence in his fidelity or else they are too ignorant to read. Persons who confine their dealings to members of the organized exchanges are doing business on a much safer plan than those who deal with commission men whose methods are so dishonest and disreputable that they can not retain a membership.

FIRE INSURANCE experts have long recognized in barrels of salt water and buckets the simplest, the most effective apparatus for extinguishing fires in their incipency. The value of this apparatus in the case of elevator fires was very emphatically impressed upon a Kansas company whose elevator was recently struck by lightning as its operators were homeward bound. Returning immediately to the elevator, they extinguished the blaze with a loss of but \$25 Profit by their experience. Place barrels of salt water and buckets at acces-

sible points about your plant and make it the duty of someone to keep the apparatus in working order. It will save you money.

INDIANA dealers, millers and shippers are working to secure the enactment of a law which shall provide for a railroad commission. If they want the commission to give its entire time to promoting the personal interests of the Governor they should make the commissioners indebted to the Governor for their positions, as is the case in Illinois, but if they want the commissioners to work for the people they should make them responsible to the people for their positions.

THE SEASON is now at hand when the grain dealer has time to give his house a thoro cleaning and to whitewash the interior. By so doing he will not only make his elevator an uninviting place for grain weevil, but he will dispense with many of them. Concentrated lye, mixed with whitewash, makes life less bearable for the weevil. If you wish weevil to take possession of your house, permit dirt and dust to accumulate without any interference on your part and the weevil will be with you.

SHIPPERS who are unable to obtain cars or the prompt forwarding of their shipments are always very vociferous in their demands for a reciprocal demurrage law, but as soon as their own trouble has passed they seem to forget the crying need for such a law to prevent the recurrence of the forced suspension of their business and the consequent loss due to the delay. If conditions surrounding and encumbering the grain shipping business are ever to be improved shippers must be positive and persistent in their demands for relief.

THE RELATIONS of millers and grain dealers seems to be attracting unusual attention this season. It was discussed at the meetings of the Oklahoma, Texas, Indiana and Kansas Assns., and several meetings are yet to be held. Very excellent papers have been read on this subject and if the dealers will but read them carefully and follow out the suggestions of the writer, the trouble will be quickly dissipated and shortly disappear entirely. The millers and grain dealers in a measure are competitors, and it is but natural that they should have some things in common and occasionally a difference. He who is not disposed fairly to consider the rights of the other man is very likely to keep himself as well as his brother miller in turmoil. The best salve for injured feelings or damaged business is the confidence and cordiality which establishes friendly relations and a clear understanding.

SHIPPERS who seek to go around brokers and receivers in the terminal markets and sell their grain direct to retailers or consumers, must not be offended if the receivers or brokers of their favorite market should see fit to go around the country shippers at their stations and buy direct from the producers. The shipper may think he is saving the broker's commission by avoiding him, as is pointed out by an eastern correspondent in this number, but this is seldom true, as the broker works in the interest of the shipper, always, and generally obtains the top of the market. Then, too, if the retailer or buyer protests the bill or seeks

to violate his contract, the broker is right on the ground to look after the interests of the shipper. The many arguments in favor of the broker are irrefutable.

IT IS generally admitted by members of the trade that arbitration is a much better way of settling trade differences than legislation, but a better way to get relief even than either of the two is to adopt and rigorously enforce simple, systematic methods of doing business. Carelessly written telegrams or letters, or dilatory replies oftentimes unduly and unintentionally inflict losses on the other party without any gain to the offender. Careless business methods, or rather the lack of method, are responsible for more honest differences than anything else.

INDIANA farmers, who did not wait until their winter wheat was supplied with moisture to determine whether or not they would have a crop, are undecided whether to sell the crop as oats or as wheat. In many cases they simply stirred their bare wheat field a little and sowed oats. The first rain resulted in both wheat and oats, and in some fields it is said to be impossible to tell which grain is in the majority. Some dealers are doing much worrying over what they can expect to get for the oats when it arrives in market. They fear it will never grade with one-quarter, one-third or one-half wheat. If the dealers who buy the mixture at oats price put in a good machine for separating the two grains, they will be able to ship the oats as oats and the wheat as wheat. The increased revenue from the product will more than offset the cost of the machine.

ANOTHER effort is being made to organize shippers of the Southeast, the sole aim being to boycott those dealers of the Southeast who refuse or fail to pay sight drafts attached to bills of lading. No organization ever attained much strength or growth on the basis of one object. Members must have more than this in common. The organization must aim to bring more benefits. If the shippers of the Southeast would go into that territory and organize the buyers, by degrees the business might be brought to a cash basis through that organization. However, we do not wish to appear as discouraging any movements to remove this incubus. Continual agitation of the trouble will result eventually in a permanent remedy. The Southern Grain Dealers Association, the Millers Club and several other movements have undertaken this work, but all in vain. It seems time that some new tack was inaugurated. The work must be approached from a different direction.

A SCALE EXPERT FOR EACH ASSOCIATION.

Testing scales by an expert employed by or engaged thru the assn. has again been recommended, this time by the president of the Kansas Assn. Several of the state assns. have discussed this matter, but as yet no formal effort has been made to determine the practicability of an assn. carrying on such work. All admit that the scales need frequent testing, and all admit that the work could be carried on more cheaply thru the assn. than in any other way.

If the assn. does not care to enter into a year's contract with an expert, at

the start, then it should arrange to secure the services of a man of known ability at a per diem charge, the expense to be borne by the member to whom the service is rendered. Engagements could then be placed thru the secretary and a scale expert be kept occupied much of the time. The matter has been discussed at so many meetings that it does not seem possible that assns. will defer action much longer.

GRADING ON THE PERCENTAGE SYSTEM.

By degrees grain dealers as well as grain inspectors who have long been aware of the unreliable and unsatisfactory results attained in grading by guess work are being won over to grading by the percentage system. Rules governing grading on this system would specify explicitly and clearly the maximum percentage of wheat, moisture, dirt, refuse or other foreign matter permitted in any grain to admit it to a certain grade.

The old-time indefinite rules are as much to blame for the dissatisfaction with the present so-called system of classifying grain as the incompetent politicians who go thru the motions of inspecting. Reasonably clean, reasonably free from moisture, or other grain means one thing to one inspector and quite a different thing to the man who is selling the grain.

The old rules should be thrown away and forgotten and new rules established which will enable any man of ordinary horse sense to determine accurately, and without any guess work, the correct grade of a given sample of grain. This can be determined by mechanical means and inspectors thereby educated to grade grain more uniformly and fairly.

Until such rules are adopted and enforced, political inspectors in speculative markets will always be willing to grade out black oats as No. 2 wheat or anything else the shipper desires, the only requisite being that the grain shall be sent far beyond the jurisdiction of the department, so that it will not be responsible for the grain should it get out of condition.

Government Crop Report.

The condition of spring wheat June 1 is reported by John Hyde, chief of the Bureau of Statistics, of the Dept. of Agriculture, as 93.4; compared with 95.9 a year ago, and a 10-year average of 93.8. The acreage of 17,140,800 is a decrease of 0.7 per cent.

The condition of winter wheat was 77.7; compared with 76.5 May 1, showing an improvement as contrasted with the drop of 10 points from May 1 to June 1, 1903.

The condition of oats was 89.2; compared with 85 a year ago; of winter rye 86.3; compared with 81.2 May 1. The condition of barley June 1 was 90.5.

Corn oil exports during the 8 months prior to Mar. 1 amounted to 2,557,725 gallons; compared with 2,462,659 gallons during the corresponding months of 1902-3, as reported by O. P. Austin, chief of the bureau of statistics.

Suggestions as to new rules or modifications of present rules of the Grain Dealers National Assn. are solicited by the committee of trade rules, and should be communicated to C. A. Burks, chairman, Decatur, Ill., for consideration before the convention at Milwaukee.

Letters From Dealers

MISTAKE TO SELL RETAILER.

Grain Dealers Journal: The western shipper is making the mistake of trying to get the retail dealer direct. Some of the large men here are trying to open business direct with the shipper and save the broker's commission.

Those of us who are here on the ground know very well that the shipper never does so well as he does when he transacts his business thru a good broker who is on the ground all the time. What the first class shipper needs is a good broker, here on the ground, and then stand by him.—Edw. P. Merrill, Portland,

THE TEXAS DEALERS' EXCURSION.

Grain Dealers Journal: The thru Mineral Wells train pulled out from the Texas-Pacific Passenger station at 3:30, which, being according to schedule, was an auspicious beginning. Given such a start, and add to it the general determination to seek and find a good time, it was a "cinch" that we shud find it. We did.

It was to many an initial visit to the resort, and the picturesqueness of the place wud alone have compensated. But there were other pleasures. Indeed, the woods were full of 'em. There were surrounding mountains to view and climb. There were the music and dancing at the pavilions, where "soft eyes spake to lips that spoke again;" where summer engagements are entered, upon with an indiscriminate generosity lovely to behold. There were the Rocky Mountain canary birds, which can climb like goats, but whose voices are not low and sweet. These seeming meek and lowly mountain trolleys, as every one knows, are as full of guile as the "heathen Chinese," and not one of our party was tempted to a burro ride. Which was a pity, as it must be a great thing to learn to cuss by note. There were other things, too numerous to mention; and, last, there were the waters.

Ordinarily, grain men are flannel-mouthed, and shrink from water. But what wud you? One goes not to a spa without taking a tiny bit of the waters internally, and the boys came to the scratch like heroes fresh from the wars, albeit with martyrdom pictured on the gang's countenance. "Uncle Jim," thru force of habit, called for a high ball, and receiving a glass of Sprudel water, drank it without the shadow of a "rye" face. Much to our surprise, he did not throw the fit we looked to see, which was like beating us out of our money.

Levi Belew grew poetical, and, as we cud not choke him off, warbled of "crag and peaks," "gurgling springs," "limpid, purling streams," and "babbling brooks," altho there was nothing in sight with the remotest resemblance to a brook. Oh, Levi is "foxy," all right, all right. At least the beautiful little granddaughter of Mr. Rone said he was, and in deference to your uncle Levi's silvery hair and air distingue, despite his cherubic boyish countenance, the little angel insisted on calling him "Foxy Grandpa." Well, our Levi's ways are so winning.

Speaking of winning ways, it was such a pity that the Mineral Wells lighting department sent the gang to bed so early Saturday night. The electric plant shuts down at midnight, believing that a later hour wud not conduce to health, which, being the leading commodity carried in stock at The Wells, must be conserved at all costs. Still, Bob Fields wanted gore, not health, and it was a great disappointment to him. But without lights by which to steer, chips cannot pass in the night, and the gang, perforce, sought slumber.

Sunday it drank water and strolled about the grounds. Drank more water, and watched the other people drink it. Drank more water, and coquetted with the scenery. Drank more water, and,—drank more water.

In the afternoon the crowd returned to Fort Worth, profiting by the wait between trains at Weatherford by a stroll about that beautiful little city, Secretary Dorsey doing the honors for his home town with characteristic grace. Then good-byes were said to the Secretary, Fort Worth was reached on schedule time, and altho fatigued somewhat with the sightseeing, every fellow was glad of the Grain Dealers' excursion to Mineral Wells, this outing having been participated in by the following dealers: J. P. Harrison, Sherman; W. H. Harrison, McKinney; W. R. Fields, Howe; L. G. Belew, Pilot Point; Alvin Harbour, Oklahoma City; I. T. Rhea, representing Mente & Co., New Orleans; T. J. Rone and granddaughter, Saint Jo; G. E. Felton, Dallas; D. C. Kolp, Wichita Falls; Jno. R. Ralls, Ryan, I. T.; H. B. Dorsey and wife, Weatherford; Jack G. Jones, Wichita Falls; W. C. Mayhew, Cisco; W. L. Keel and wife, Gainesville; W. D. Allen, Kosse; L. E. Allen, Marlin; D. T. Shirley and wife, Krum; Sam Hays, Crowley; J. J. Dillon, representing Santa Fe, Fort Worth; C. F. Witherspoon, Denton; O. H. Black and wife, Leonard; S. H. Ranson, Fort Worth; W. W. Andrews, Fort Worth.—One of 'em.

EGYPT BEHIND AMERICA.

Grain Dealers Journal: I have now been absent from Indianapolis nearly two months, and have visited southern Europe, northern Africa and eastern Europe. For the last week I have been in eastern Europe and Egypt, from the strait of Bosphorus to middle Egypt, and I can say to our grain friends that there is no spot in any of these parts where any of them would care to exchange their business for one here, no matter how unsatisfactory it might be at home.

They are cutting wheat in the Nile valley, using hand sickles very much like ours of sixty years ago. The wheat is bearded very much like ours of that variety, stands well, has plump grain and yields well. But think of cutting grain with sickles, threshing it with the feet of oxen and then throwing chaff and wheat up into the air by the shovels full to separate the grain. No, the United States is good enough for me and I hope to get back in about six weeks.

Yesterday the thermometer, here in Cairo, registered 97 degrees. We went up the Nile about thirty miles and crossed a part of the desert to visit the pyramids and the ruins of old Memphis. We had no thermometer with us, but I think one would surely have registered 120 degrees, as the wind smelled like that from a Chicago fire.

I will tell more of this trip when I re-

turn, but sufficient at present for me to repeat that none of our grain dealer friends can afford to change their present location for any in this part of the world. With kindest regards to all friends, I remain, yours very truly, E. W. Bassett, Cairo, Egypt.

Asked— Answered

CAN FARMER DEMAND STORED GRAIN?

Grain Dealers Journal: We would like to have the opinion of readers of the Journal on the following two cases involving the storage of grain:

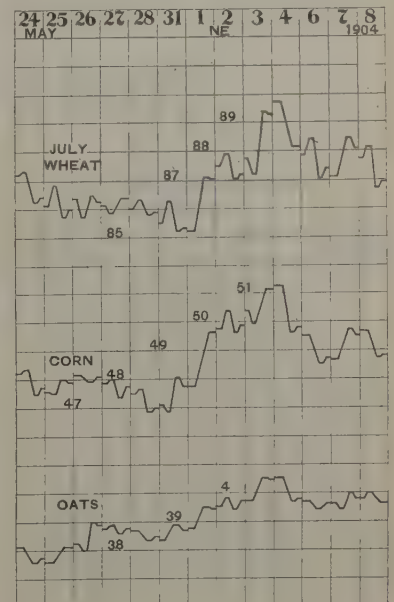
A lady stores 1,200 bus. corn and 300 bus. oats, we understanding that when she sells she will take the price, less storage. Her lawyer, when notified that the time limit has run out, serves an affidavit and demands the grain. We tender him the money equivalent. We wish to know if he can demand the grain when the grain has been stored, we having taken the privilege to sell the grain. What are the legal precedents?

We claim that when a farmer stores grain he intends to sell it to us, when the price suits; and that grain can not be demanded in return.

A man places 600 bus. of oats in store and we notify him then of our terms. He leaves the oats over the time, and after we have called his attention he comes in two months later and asks the price. We state the market price and the price less storage. He does not settle. We advise him later and he says he will take the oats out.—D. J. Jenks & Son, Bayard, Ia.

Chicago Prices

The opening, high, low and closing quotations on July wheat for the new contract delivery, and on July corn and oats, at Chicago, for two weeks prior to June 9, are given on the chart herewith.





Rates for Western Dealers to Milwaukee.

Dealers who will not go via Chicago to the annual meeting of Grain Dealers National Asso. at Milwaukee, June 22nd, 23rd and 24th, will, if they buy their tickets in Western Passenger Association territory, be able to go to Milwaukee direct, for one fare plus \$2.00, except where one and one-third fares is less. Then the latter rate will be charged by the railroads in the Western Passenger Association. These tickets are on sale June 19th to 21st and will be good for return until June 30th and July 14th.

Rates to Milwaukee for Eastern and Southern Dealers.

Grain dealers in trunk line territory, or, in fact, in any territory which will make it necessary or convenient for them to come via Chicago on their way to Milwaukee to attend the annual meeting of Grain Dealers National Asso., should avail themselves of the tickets being sold by ALL railroads in the United States to the Republican National Convention, which convenes in Chicago June 21st.

The rate for this convention is one regular fare plus 25c for the round trip. These tickets are on sale June 16th to 20th and good for return passage until the 29th. Those who come via Chicago will virtually be given the round trip for one fare.

The fare from Chicago to Milwaukee is a flat rate of one and one-third fares for the round trip, tickets on sale June 20th, 21st, 22nd and 23rd.

Delegates Appointed.

The following delegations have been appointed to attend the Grain Dealers National Convention, at Milwaukee, Wis., June 22-24, from the various exchanges:

Chicago Board of Trade: Walter Fitch, E. W. Wagner, Geo. E. Marcy, James Petit, Fredk. S. Martin, R. H. Donnelly, W. S. Crosby, I. P. Rumsey, Wm. N. Eckhardt, D. I. Van Ness, John R. Leonard.

National Board of Trade: Geo. H. D. Johnson, Milwaukee, Wis.; E. L. Rogers, Philadelphia, Pa.

National Hay Association: Chas. S. Bash, Fort Wayne, Ind.; Chas. England, Baltimore, Md.; E. L. Rogers, Philadelphia, Pa.; Albert Gale, Cincinnati, Ohio; Geo. C. Warren, Saginaw, Mich.

Minneapolis Chamber of Commerce: C. M. Harrington, John R. Marfield, John McCarthy, Geo. Duvigneaud, Thos. Tay-

lor, Geo. M. Case, H. H. King, W. H. Wheeler, F. B. Wells, C. E. Wenzel, W. O. Timmerman.

Entertainment for the Ladies.

More extensive arrangements are being made by the local comites for the entertainment of the ladies than has ever been made at a meeting of grain dealers. Following is the ladies program so far as completed:

WEDNESDAY, JUNE 22.

Reception at the Plankinton House parlors from 3 p. m. to 6 p. m. Music and refreshments.

Evening at the Exposition.

THURSDAY, JUNE 23.

Carriage ride 10:30 to 1 p. m. Dinner at the Pfister.

Evening: Concert at the Chamber of Commerce.

FRIDAY, JUNE 24.

Trolley ride 10:30 a. m. to Whitefish Bay, with refreshments.

Lake ride, 2 p. m.

Mrs. D. S. Rose has been appointed honorary receiving lady at the reception.

Receiving with her are the following ladies: Mesdames S. G. Courteen, G. W. Strohmeier, E. C. Wall, R. Nunne-macher, J. P. Murphy, Oscar Mohr, Robt. Krull, C. A. Chapin, O. Z. Bartlett, C. C. Rogers, E. P. Bacon, J. W. Bass, Patrick Cudahy, F. D. Hinkley, B. G. Ellsworth, Clark Fagg, J. W. P. Lombard, H. E. Franke, Fred E. Pabst, G. J. Zimmerman, Lloyd Eberhardt, C. Manegold, Jr., Jacob Kern, J. F. Kipp, Frank Knowles, Fred Kasten.

Special committee: Mrs. W. Tallmadge, chairman; Mesdames D. S. Rose, John Buerger, Frank Teegarden, A. K. Taylor, J. H. Crittenden, C. W. L. Kassuba, M. G. Rankin, C. R. Lull and J. A. Mander.

A Milwaukee View.

Kirby Tallmadge of the Milwaukee Get-Money Comite says: "The grain dealers' convention is going to be the biggest thing of the kind ever held. I know this to be true, for we have the money right in our pockets. Our committee was sent out to gather in about \$2,500 and thus far we have about \$3,000 and it is still coming in. They all want to contribute, and we are not going to shut up the money drawer. We are going to spend it when the visitors come, and if there isn't enough to make them have the best time in their lives, we know where we can get more.

"As for features, everything will be a feature. I might mention, however, the entertainment on the floor of the Board of Trade at night. The huge room will be brilliantly illuminated and there will be instrumental and vocal music and vaudeville turns by various artists. Some will like this the best; others may prefer a ride on Milwaukee's beautiful bay, and still others will likely prefer a ride around the city and to the outlying resorts. There will be plenty of diversion from the routine of the convention, and those who do not care particularly for one kind of amusement can have their fill of another.

"The attention to be paid to the ladies will be a feature. We want the men to bring along their wives and daughters, for they will have a good time. The women who have been named on the various committees have been instructed to spare no expense to make their part of the entertainment a big success, and you can rest assured they will follow that recommendation, for there never was a woman

who, when told to spare no expense, did not carry out the idea to the limit."

From Milwaukee.

Both the interior and the exterior of the Chamber will be elaborately decorated for the promenade concert and reception to be given on the evening of June 22nd, colored lights playing a prominent part.

Baltimoreans with appetites will be accommodated. Every variety of lunch, "Dutch" and otherwise, can be found here at the time of the convention, and as for beverages—well, there will be more ways than one of quenching thirst.

The new revenue cutter "Morrill", one of the trimmest craft on the lakes, has arrived here and tied up to a dock just under Grand Ave. bridge, which connects the two main thoroughfares of the city. She will be here at the time of the convention, and delegates from interior towns will find the boat an object of interest. The regulations in regard to visitors are very lenient.

A fotograf recently taken of the Pit of the Chamber of Commerce in action is intended for use on the cover of the "Grain Dealers' March and Two-Step", composed by Kirby Tallmadge, 2,000 copies of which will be printed by the Committee of Arrangements for the National Convention and distributed among the visiting delegates.

Gimbel Bros., owners of Milwaukee's largest department store, have given permission to have the car-ferry tie up at their dock, when the excursion is taken on the bay, and delegates will find this very convenient, as that dock is in the very center of the city, only two blocks from the Chamber. The boat to be used is one of the huge freighters of the P. & M. line, and those who have not been over a car-ferry will find the vessel itself of much interest.

On the evening of June 23rd there will be an entertainment in the trading room which is expected to eclipse anything of the kind ever undertaken here. Arrangements have been made for musical numbers by Clauder's orchestra, the best in town, and the Lyric Glee Club has been engaged to give three or four songs. The latter, in particular, should be thoroughly enjoyable. This organization is composed of prominent business men, among which are members of the Chamber, and it gives several concerts each season which are conspicuously successful. Other features are being added to the program every few days, and there is danger that the visiting delegates will be surfeited rather than disappointed. The Committee of Arrangements scurries around the building each day like a lot of school boys preparing for a lark, and it seems to be necessary to hold endless conferences. One member is seldom seen except in conversation with another.

All Aboard for

**A
BRIGHT
SPOT**

Chief Inspectors Will be There.

The Chief Grain Inspectors National Association, although much put out because they have not a new set of samples to present to the dealers, will attend the meeting and hold a meeting of their own.

Time of Next Meeting.

Before the adjournment of the seventh annual meeting, all members should express themselves clearly and emphatically as to the time they prefer for holding the annual meeting of the National Association. So many state and local associations have held meetings this month that it seemed that they would materially diminish the attendance of country shippers at the National meeting, but enthusiasm in the Milwaukee meeting now gives promise of bringing out a large number.

Nine meetings of grain dealers in one month are too many, especially for receivers who try to attend all.

Daily Grain Dealers Journal.

As has been our practice at the last three annual meetings of the Grain Dealers National Association, we will publish the Grain Dealers Journal daily at Milwaukee during the convention. Those in attendance, who arise early enough to see our editors going to bed, will be able to receive copies hot from the press. Each morning's Journal will contain a com-

plete stenographic report of the proceedings of the previous day. When you arrive in the city, make your whereabouts and stopping place known to a representative of the Daily Journal, that other dealers in attendance may know where to find you.

Milwaukee Pointers.

Milwaukee's drinking water is not full of microbes.

Have you engaged your room? Where do you expect to sleep?

Rosenbaum Bros. will establish headquarters at Rooms 248-249 The Plankinton and will expect you to make them your headquarters also.

The question is not How can we direct the energies and influence of the Assn. to work the greatest benefit to the trade, but WHO is your candidate for President, next year?

The excursion on the lake in car ferry Pere Marquette 18, the flagship of the Pere Marquette Steamship Company's fleet, will be a feature of the entertainment program Friday afternoon, June 24. The car ferry company has offered the use of the boat, and the executive committee of the Chamber of Commerce, in charge of the convention, has made elaborate preparations for the afternoon.

Inquisitive Party—What is your favorite health food, Colonel,
Colonel Cortright—Rye, suh.

Program of Annual Meeting National Association.

The program of the eighth annual meeting of the Grain Dealers' Nat'l Assn., to be held in Milwaukee; Wis., June 22, 23 and 24, 1904, so far as completed is as follows:

WEDNESDAY, June 22nd, 1:30 p. m.
InvocationRev. A. A. Kiehle
Welcome to State..Gov. R. M. LaFollette
Welcome to City..Mayor David S. Rose
Response for the Association.....
.....M. F. Dunlap, O'Fallon, Mo.
President's Address
.....H. S. Grimes, Portsmouth, O.
Appointment of Committees.
Secretary's Annual Report
.....Geo. A. Stibbens, Chicago, Ill.
Secretary's Financial Report.
Adjournment at 5 p. m.

WEDNESDAY, June 22nd, 7:30 p. m.
Commercial Integrity
.....C. C. Rogers, Milwaukee, Wis.
Report of Advisory Committee
.....G. A. Wells, Des Moines, Ia.
Stereopticon Lecture
.....R. B. Watrous, Milwaukee, Wis.
Adjournment 10 p. m.

THURSDAY, June 23rd, 1904, 9 a. m.
Report of the Arbitration CommitteeJay A. King, Nevada, Ia.
Congressional Work
.....John B. Daish, Washington, D. C.
Report Grain Car Equipment Committee.....H. A. Foss, Chicago, Ill.
Report of Trade Rules Committee...
.....C. A. Burks, Decatur, Ill.
Report of Committee on Constitution and By-laws.....
.....J. A. King, Nevada, Ia.
Adjournment 12 m.

THURSDAY, June 23d, 1904, 1:30 p. m.
Report of Executive Committee of Interstate Commerce Convention on Progress of Legislation Giving Greater Effectiveness to Interstate Commerce Act.....
.....E. P. Bacon, Milwaukee, Wis.
Report of Resolution Committee.
Report of Grain Improvement CommitteeJ. L. McCaull, Minneapolis
Report of Legislation Committee....
.....Chas. England, Baltimore
Report of Transportation CommitteeS. W. Yantis, Buffalo
Report of Auditing Committee.
Report of Nomination Committee.
Election of Officers.
Adjournment sine die.
Meeting of the New Board of Directors.

A thorough discussion will follow each address and every delegate is requested to be prepared to participate.

The third day will be devoted to sight-seeing and pleasure. The Milwaukee Chamber of Commerce is preparing to entertain the visitors on a grand scale.

Place of Next Meeting.

The place of the next meeting is not as interesting a subject as it has been during the last few years, but no doubt plenty of candidates will present themselves before the adjournment of the seventh annual meeting.

The proceedings of the Missouri Corn Growers Assn. have been published in the monthly bulletin of the Missouri State Board of Agriculture, which is sent free on application to Geo. B. Ellis, secy., Columbia, Mo.



Milwaukee's City Hall.

Annual Meeting Kansas Dealers

The Seventh Annual Meeting of the Kansas Grain Dealers Ass'n was held in the Midland Hotel, Kansas City, Mo., June 7-8.

When Pres. Cortelyou called the meeting to order there were 63 dealers present. Pres. Cortelyou introduced J. E. Seaver, Pres. of the Kansas City Board of Trade, who delivered an address of welcome. W. S. Washer of Atchison responded for the Assn.

Pres. Cortelyou: The state coal dealers ass'n is in convention in the adjoining room, and we are honored by having a committee from that body present.

The Chairman of the Coal Dealers Committee in behalf of the Mid-State Coal Dealers Ass'n of Mo. and Kans. extended greetings to the dealers.

Pres. Cortelyou introduced Judge Whiteside of Hutchinson, who entertained the dealers with a brief address, in which he stated that the Russo-Japanese war would not have any material effect on the prices of American grain, as the Japanese soldiers lived principally on rice, and the Russians on barley.

Pres. Cortelyou: We have with us the Hon. J. W. Radford, Chief Grain Inspector for the state of Kansas, who is on the program for an address on "The Value of a Disinterested Weighing Department to the Grain Trade." Mr. Radford read a paper, from which we take the following:

In behalf of the Kansas City Board of Trade Mr. Lucas made the following announcement:

A committee of about forty Kansas City ladies have prepared an entertainment and luncheon for the wives, sisters and lady friends of the visiting grain dealers and will be pleased to meet them at 1 p. m. Wednesday. The members of the Board of Trade will give a banquet at the Coates House tomorrow to the visiting gentlemen, and the Railroad Club has invited us to make use of their club rooms after the banquet.

E. D. Bigelow, Secy. of the Kansas City Board of Trade, after citing several court decisions and recommending arbitration as a mode of settling differences, said: "Three-quarters of the cases brought up for arbitration are the result of carelessness. The houses having the least differences are the houses that conduct their business in the most systematic manner. The very fact that some of the largest and most influential houses rarely have arbitration cases shows that it is thru careless methods that these differences occur. As I said before, $\frac{3}{4}$ of the matters brought up for arbitration are the result of carelessness in writing letters and telegrams. You should write comprehensive letters, short letters, letters to the point. Do not write letters that require a man to read two or three pages in order to find out what it means. When a trade is made by telegram confirm it by letter, so there will be no misunderstanding.

I have brot to your attention some of the decisions of courts, so that you might more fully appreciate the aims of the different exchanges, and the fact that you have the right to expect and demand fair treatment at the hands of any Exchange with which you have to deal. On no other basis can an Exchange hope to gain

or hold the respect of any body or of any parties with whom it may have dealings.

You have a right to expect in your consignments to a commission house that the commission dealer shall give your shipment his very best attention. That he stands in your place on the floor of that Exchange, endeavoring to guard your interests in every possible way. I am sure it is the desire of every member of the Kansas City Board of Trade to thoroughly protect your interests.

J. G. Goodwin, Weighmaster of the Kansas City Board of Trade, read the following paper on Kansas City Weights:

Pres. Cortelyou: No one can appreciate more than the average country grain dealer and the members of the Kansas Ass'n the work of this Weighing Department in Kansas City. We know what it is. The weights in Kansas City are equal to any weights in any terminal market, and we appreciate Mr. Goodwin's work as much as the Board of Trade, and more even.

Pres. Cortelyou: We regret very much that Prof. Holden is not with us. We regret very much that other matters have prevented his being with us. But we have with us Mr. Wells, who has been identified with the work of Mr. Holden in his work in Iowa in improving the seed corn. Mr. Wells will talk to us on this subject, which we otherwise would have missed thru Prof. Holden's absence.

Geo. A. Wells: I have been much interested in Mr. Bigelow's remarks about the idea of discipline and good government in Exchanges, and certainly organization in other lines, that is in local lines of the grain business, as well as in other lines of trade, must give attention to that feature of their organization. I believe at the same time that it must also give attention to matters pertaining to the public good. Organizations, like individuals, must have character and must stand before the public for better or worse. The Iowa Grain Dealers Ass'n has given a good deal of attention to that idea and we are considerably surprised at the wide field opened up to our efforts.

A year ago we had Prof. Holden give us a lecture on seed corn culture. At the time I did not think very much of it, altho we were all very much interested in the lecture. Prof. Holden has said that it was easy to increase the yield of corn at least five bushels per acre in the state of Iowa, which meant an increase in production in the corn crop of the state of upwards of 50,000,000 bushels, an increase in revenue to the farmers of the state of \$15,000,000, an increased revenue for the railroads of from \$2,000,000 to \$3,000,000 and an increased volume of business amounting to about 20 per cent to the grain dealers of the state. So you see it is not altogether a question of using our influence in that direction for the public good, but it is a good business proposition.

Mr. Wells then gave a very comprehensive review of Prof. Holden's instructions regarding the manner in which the seed corn can be improved and the yield per acre increased, all of which has been given in previous numbers of the Journal.

Pres. Cortelyou: I am sure that we appreciate what Mr. Wells has said. I feel it is a question of which state is going to be ahead, Iowa or Kansas. I hope that this matter will be taken up by the grain dealers of our state, who are certainly the proper ones to take it up. We have with us one who has been connected with the grain trade and president of a very successful grain dealers ass'n for many years, Mr. D. Hunter of Hamburg, Ia.

Mr. Hunter referred to the organization of the ass'n of which he is Pres. seven years ago, then the only ass'n west of the Mississippi, and emphasized the advantages of grain dealers working in harmony, each one with his competitor, and in conclusion said: I want to urge all the Kansas dealers to go to Milwaukee to the meeting of the Grain Dealers Nat'l Ass'n June 22-3-4.

The following Auditing Committee was appointed by the Pres.: W. S. Washer, B. S. Dockstader and S. J. Thompson.

Adjourned to meet at 9:30 Wednesday morning.

Tuesday Evening

As previously announced, the Metropolitan Street Railway had two cars in waiting in front of the Midland Hotel at 8 o'clock. They were soon filled with a merry crowd of grain dealers and started for Electric Park. On the way out, as well as coming back, the dealers were the guests of the Kansas City Board of Trade. Arrived at the Park, thru the courtesy of Mr. Heim, proprietor of the Park, and member of the Board of Trade, all wearing yellow badges, furnished the visitors by the Board of Trade, were admitted free.

The two hours spent in the Park passed quickly, as there were many things to see and plenty of amusement in the way of vaudeville, and entrancing music by the Liberatis Band. Among the most interesting of the attractions in the Park were the Loop the Loop, Circular Swing, Miniature Ferris Wheel, Natatorium, the trained horse and the Temple of She. Several of the dealers won cigars by hitting nigger babies, but none were brave enuf to sample the contents.

The two special cars were ready to take the dealers back to town at 10:30, and all went back together, a happy and albeit an orderly crowd.

Wednesday Forenoon.

Pres. Cortelyou called the meeting to order.

In behalf of the Board of Trade Mr. Lucas again called attention to the entertainment to be tendered the ladies and the banquet and invitation to the club rooms of the Railroad Club for the gentlemen.

Pres. Cortelyou read his annual address.

President's Address.

The seventh annual meeting of the Kansas Grain Dealers Assn. calls us together once more, and I take pleasure in again addressing you as its President. The year has been an uneventful one. We missed the strenuous times of the first two or three years of our existence, and peace and prosperity is now the watchword in our midst. Many of the vexing questions that agitated the grain trade at the time of our organization have been satisfactorily settled, and the mingling of the different elements of the trade have brought about that friendly feeling that makes differences easily settled and prevents them from culminating in bitterness and litigation.

The Assn. is none the less a necessity

and its usefulness is none the less apparent to the close observer, than it was years ago, and the evidence of this fact is before us continually. The grain trade today cannot deny that it has received full value for time and money expended in organizing and maintaining this and all other associations. The elimination of shortages at terminal markets alone has much more than reimbursed our membership for all money spent and many other abuses have been corrected. While many of our members possibly do not appreciate the actual saving accomplished, yet I am sure no one would care to go back to the conditions existing before our organization. Because there are no more glaring evils to correct, is no reason for our abandoning asso. work or losing interest and withdrawing our support from our local or the National Asso.

WE MEET in Kansas City, which is outside our home state. As to ancient Rome, so all roads in Kansas lead to Kansas City. Your official board have chosen it as a meeting place, as we always have had a larger attendance here than at any other place of meeting. Again, our meeting here cements the friendly feeling between the grain trade here, and our members. The friendships formed are certainly very pleasant and we are sure, mutually profitable.

WEIGHTS of grain at terminal markets have been before all associations so prominently, that it has resulted in radical improvements. I have advocated for the last two years the improvement of facilities for weighing grain in the country I am sorry to note that the conditions are not being improved as they should be, it is hard to work up an interest in this among country dealers, but it is an important work and should not be neglected. I am hoping, that at this meeting, some plan or arrangement may be adopted, for a systematic testing of all scales. If such plan is adopted, I am sure its advantages will be so marked that all dealers will appreciate its workings.

OUR RELATION to the railroads ought to be governed by conservatism, and justice. It has been the policy of your officers to avoid any complications with other interests who are seeking to compel the railroads to grant special rates or privileges. It would be a suicidal policy for our Asso. to enter into any federation or asso. whose sole object is to solicit or seek to compel the railroads to grant special privileges, or rates to any special locality or line of business. The Interstate Commerce Commission was organized to prevent these special privileges and abolish the special rates and rebates and its work has always been to the advantage of and thoroughly appreciated by the country grain dealer. Rates are reasonable, and much lower than when this Asso. was organized, and you will agree with me that the railroads are entitled to a just compensation for their service.

SOME YEARS ago a resolution was adopted in our yearly meeting, providing that all dealers should report any and all bad order cars to our secretary, and the secretary was to report the same to the railroads to whom they belonged. This was of great benefit to the grain trade, as the railroads appreciated this information, and it resulted in fewer bad order cars. I am sorry this movement has fallen into disuse and hope it will be revived.

ARBITRATION has become one of the most important features of Asso. work. And its advantages are so apparent as to be recognized by all. A number of cases have been decided by our arbitration committee. The arbitration clause in our by-laws was somewhat crude and indefinite, and the official board have adopted a new set of rules, to govern arbitration cases, and will ask that these be adopted to govern future cases.

THE NATIONAL Grain Dealers Asso., gentlemen, in which this asso. holds membership, is worthy of your favorable consideration. It deals with larger questions, than can be handled by our local asso's. It has proven its practical value to the grain trade of every section of the country. We had hoped the secretary of the National Asso., Mr. Stibbens, but he has been unavoidably detained in Chicago, arranging for the meeting of the National Asso.

THE PROGRAM before you for to-day contains very pertinent subjects for discussion, and we hope you will all take part in these discussions, as they make the meeting interesting and profitable. Our Secretary's report will enter more into detail as to conditions governing our Asso. at the present time.

Gentlemen, in closing, I wish to thank you for your interest in Asso. work, as manifested by your presence here, hoping that you will feel well repaid for your attendance.

Mr. Hull, Pres., and Mr. Hannah, Secy., of the Coal Dealers Ass'n, were present, representing that ass'n, and each delivered an address.

B. F. Blaker read a paper on Relation of Kansas Grain Dealers to Kansas Millers, as follows:

A. Aitken: I move that the Pres. appoint a committee of five to meet with a similar committee from the millers and see what they can do with this question. Seconded and carried.

P. N. Allin read the following paper, on Arbitration vs. Litigation:

The subject of Arbitration vs. Litigation having been assigned us unexpectedly, we will confess our inability to handle the subject, which to us seems one-sided; by calling attention to a few things on this subject that we have noticed.

To the Kansas dealer who ships beyond this state, where the technicality of the laws of other states can be made use of, we believe that arbitration in nearly all cases will be found better than litigation, as the arbitration will bring the subject for settlement before a class of people who are familiar with the terms and the words and customs of the particular line of business, while litigation may fail and the technical construction of some combination formed in some particular locality, take advantage of the shipper. Again, arbitration is less expensive than litigation.

Litigation, especially when the parties live in separate sections and possibly separate states, can frequently be made very expensive, for one of the two parties, and is frequently taken advantage of by the apparently stronger to intimidate the weaker, with frequently serious results.

Geo. A. Wells was called for.

Mr. Wells: I am not prepared to make a talk on this subject, but will say that we have had a good deal of experience with arbitration in our Ass'n, and we have followed the matter up very closely. Our members must arbitrate or be suspended. In this manner we establish confidence with bidders and receivers. We have found in cases that have been presented for arbitration that nearly always they are the result of a loose contract. Dealers who are careful in making their contracts have no differences in the grain trade. There is always a slip or something that leaves room for a misunderstanding, and I think that the arbitration and the publication of arbitrations decisions is a good thing and educates the trade so that they become more capable of making contracts that are explicit and thereby avoid misunderstandings.

W. S. Washer: It seems to me that arbitration is one of the most important matters that confront us. I happen to be on the Trade Rules Committee of the Grain Dealers Nat'l Assn., and there is an average of 25 to 30 cases submitted each year for arbitration. It seems to me that as soon as we recognize the fact that we can much more effectively and cheaply arbitrate cases when they arise than to go to litigation, we will have reached a very important conclusion.

B. F. Blaker: I think it would be a good thing to adopt a resolution to appoint members to arbitrate in cases where there is a difference between members, and also between them and the outside trade. I think it would be a good thing to have a rule, like the Iowa Ass'n, com-

prising them to arbitrate. Sometimes men get mad and ain't got any sense, and it seems to me if they had something to restrain them it would be a good thing.

Pres. Cortelyou: I am sure we would be very glad to entertain a resolution of that kind.

Mr. Cortelyou then read a letter addressed to him, by the Railroad Club, inviting the members of the ass'n to come to their club rooms that evening.

Mr. W. S. Washer read the following paper on "Line Houses and Their Effect on the Trade":

Line Houses and Their Effect on the Trade.

Year by year the business organization becomes more complex. As the volume of trade increases, the various branches grow closer together, and sustain new relations each to the other. In order to keep abreast of the times, it behooves us as business men to carefully study the various conditions as they appear.

The term "line house" differs in meaning in different localities. The common acceptance of the term is "A firm operating a line of country elevators in a prescribed territory and usually along a certain line of railway." It may also mean a concern that, in addition to operating country elevators, makes track bids to independent dealers in the same locality, or it may mean a firm of receivers who make line bids regularly in a certain territory.

We will consider the class first mentioned.—A line house operating country elevators is a large factor for good or for evil in its effects on trade conditions in its operating territory. It is, to a certain extent, the balance wheel for the trade machinery of the locality. If animated by a spirit of fairness, competitive arrangements can be entered into that will insure harmonious conditions throughout the territory. Prices can be regulated in such a way that the interests of both producer and handler can best be conserved. Full justice can be done to all concerned. The independent dealer can maintain friendly and profitable relations with such a linehouseman, and while their interests are often mutually exclusive, they can proceed along lines of parallel activity and equity.

On the other hand we may find linehouse concerns into which the saving grace of fairness seems never to have entered. Their whole policy is one of coercion. They force the independent dealer into unjust pools. They seek to threaten, to override and intimidate. They boldly announce that they can afford to lose money at station "A," until their object is accomplished, as they can make up the loss at stations "B" to "Z." They seek to control the entire buying price situation, and once controlled, put prices below a reasonable margin and thus become breeders of farmers' companies. They goad the independent dealer to distraction and continual friction is the penalty. They, in short attempt to stifle that reasonable competition which is a necessary tonic for the existence of healthful trade conditions. That such linehouse concerns are unmitigated evils is unquestionable. They are the buccaners of the grain trade.

Closely akin to the above mentioned class are the firms which, combining country elevator operation with line bidding, attempt to force independent trade in their direction by a coercive display of linehouse force. Both classes are dangerous to the independence of the trade at large and will have ultimately to be controlled and regulated.

The receiver and line bidder who regularly operates in a certain territory should bear the most genial relations to the trade at large. His interests and those of the country buyer should be mutually cooperative. The line bidder should do all in his power to further the interests of his country correspondents. He should vouchsafe all possible information about state of markets, freight rates, etc. He should advise about outside markets and where possibly trade can be diverted to mutual advantage and profit. In short give his customer the benefit of his opportunities for a larger view of general conditions. The country correspondent should reciprocate with news about crop conditions, probable movement and the like, which his closer contact with local affairs can warrant. The two will thus be of mutual benefit to each other.

The line houses, then, are powerful factors for good or for evil, in their effect on the trade at large. Only shortsightedness will make them factors for evil, and the penalty is chaotic conditions and ultimate failure. Enlightened self-interest should make them factors for greatest good, and that is the more probable course which will be pursued.

The line houses can exert great influence for good in an organization like this, lending it stability of character, their moral and financial support, and can insure the establishment of fair, equitable and harmonious trade conditions throughout the state.

S. B. Samuelson read the following paper on "Does it Pay to Store Grain for Farmers?":

"Does It Pay to Store Grain for Farmers?"

We take for granted that the meaning of the question is: Does it pay to store grain for farmers at country points? For what fee? On what terms? Storing grain for a fee pays, provided: the volume of business, and the fee is large enough to cover deterioration of property, taxes, insurance, cost of handling, repairs, shrinkage or shortages, incidentals and interest on the money invested.

But we must take into account, that in order to store grain as a legitimate business, a license must be secured from the proper authorities, and by recent rulings of the courts, it is held imperative that facilities be provided to hold all the grain so stored, or grain of the same kind and quality, so that upon demand delivery can be made.

The storage fee per month should be larger for a short period than for a longer one. For the reason that cost of handling is the same in both cases. It might be profitable to store grain at one point that at another only a few miles distant would be a losing venture, if the fee for storing was the same in both cases.

For instance, A and B decide that storing grain for a fee is a profitable business. And believing this they build at adjoining towns. They have the storage business in view when they build, and provide storage capacity for 100,000 bushels of grain, besides the room required for the ordinary business of their respective stations. The crop is a large one. And the houses are finished in time for the first movement. At A's town the farmers all believe in higher prices, and the elevator is soon filled. The anticipated high prices do not come, and at the end of the year Mr. A finds that he has a handsome profit from his storage business. B on the other hand finds that at his town they prefer selling. And do what he may his storage room is empty most of the time.

If the same fee is charged at both points, it can readily be seen that while the business has been very satisfactory at one point, at the other it has not. Mr. A thinks that storing is a profitable business, while Mr. B is equally certain that if he had it to do over again, he would build a smaller house, and put his surplus cash into something that would bring better returns. It will thus be seen that the conditions at each point, and the amount of grain offered for storage would have to be determined locally, in order to make the business profitable at all stations.

My experience in the grain business has convinced me that the average farmer, or the average farming community would not be willing to pay a fee that would be remunerative to the grain dealer.

I wish to call your attention to another phase of the storage question, and show some of the abuses as they actually exist at many points. Tom Jones and Fred Smith have been buying grain for a number of years at the same station. Their elevators are on the same sidetrack, and their offices are on opposite sides of the street. Both are acquainted with the farmers and their help, in the adjacent territory. When Mr. Jones buys a bunch of grain, Mr. Smith will usually know of it. Or at least can form a shrewd guess when the grain comes in. And if a loaded wagon drives on to Mr. Smith's scale, Mr. Jones can hear it without looking out of the window.

The trade has been nearly equally divided. So that it was hard to tell who had the best of it. And while no brotherly love had been wasted between them they had both been buying on a fair margin. Neither of them had been in the habit of storing grain, as their facilities were limited, and both had laid by a few dollars for the proverbial "rainy day," or old age. One

day Mr. Jones on talking with one of his friends, makes a joking remark about Mr. Smith, and forgets all about it.

Not so the friend. In a day or two he meets Mr. Smith on the street and tells him what Mr. Jones had said. But in telling the story it somehow got twisted, as stories will, and instead of an innocent tale it casts a slur upon Mr. Smith's good name.

Mr. Smith does not investigate the matter of his fancied wrongs, but sits in his office and broods over it, and as business has been dull for some time, he has plenty of time for this. The result is that he gets a bitter feeling toward his competitor.

A day or two after this he hears that Mr. Jones is paying $\frac{1}{2}$ ¢ per bushel more for corn than he can afford to pay. The fact of the matter was that Mr. Jones had asked one or two parties if they would sell if the corn went to 40¢. The price at the time was 39 $\frac{1}{2}$ ¢.

As the half cent would make even money Mr. Smith is morally certain that what he has heard is true. And his belief is strengthened the next morning when he sees a farmer from whom he occasionally bought grain go across the street with a load without first seeing him.

The fact in this case was that the farmer owed a coal bill across the street that he wanted to settle. But Mr. Smith not knowing this and having had several days to brood over his fancied wrongs, makes up his mind that he is going to get even with the low down fellow across the street, and incidentally teach him a lesson.

He begins to study ways and means to accomplish his purpose. While thus occupied Mr. Brown, one of the heavy farmers of the community, comes in. After passing the time of day and talking about the weather for a few minutes, he comes down to business as follows:

"Mr. Smith, I am through planting corn, and I came in to see if I could not haul in 5,000 bushels of corn, and take the market price in 30 days. I have time now to do the hauling, but don't want to sell, as I don't need the money, and think the market is going to be some better. You know I have always sold to Mr. Jones across the way, and I went to see him this morning. But he informs me that he cannot take it as he has no storage facilities. Now if you will let me store it with you I will give you the preference in the future when I sell."

Mr. Smith is delighted and plainly shows it. Here is a better chance to get even for his fancied wrongs than he had hoped for. Not only will he get 5,000 bushels of corn away from Mr. Jones, but will in addition get a permanent mortgage on one of his best customers. So he tells Mr. Brown that he will hold the corn for him 30 or 60 days free of charge, and buy it at the market price at the end of that time.

Mr. Brown goes home to get his wagons ready, and the next day he begins to haul his corn. He has not made more than one trip until the fun begins, as the sequel will show.

Mr. Brown unloads his wagons and starts for home. When everything is quiet Mr. Jones crosses the street to find out if his competitor really is storing corn for Mr. Brown. Had Mr. Smith met his competitor civilly, all might yet have been well, but he is too elated over his coup to do that, and Mr. Jones seeing that nothing is to be gained by prolonging his visit quietly goes back to his office and begins to plan his campaign.

In a few days farmers begin to talk that corn is going up. This is true of the local market. But track bids are not any better than they have been. Nor can any improvement be noticed in the terminal markets. That comes later and has a different ending.

The state of the war has now got to a point where both Mr. Smith and Mr. Jones are storing all the grain that they can induce the farmers to haul, and the grain rolls away from the station as fast as it is brought in, the dealers living in hopes that the market will go down, or at least not go any higher. All the grain for miles around has been brought in. It has reached the terminal markets and been sold for the account of the country dealer. Business is getting slack again, and our friends in the storage business have plenty of time to think about the grain that they have to pay for at some indefinite time, in the sweet by and by. The fact that the markets are looking up a little is no consolation to them.

One day a rumor comes that the hot winds are destroying the crops in the West. They don't raise much out there, anyhow, and it is only a rumor. But the

fact that the market is getting a little stronger every day is disquieting, and the rumors of hot winds have become so persistent that both of our friends in the storage business lie awake nights thinking about what the harvest shall be.

If the farmers would only sell before the markets go any higher, by using up the surplus savings of years the accounts could be squared. But the average farmer knows a good thing when he sees it and he is not going to sell his grain when it is going up every day.

Rumor becomes more persistent and one day the country awakes to the fact that there will be only about 2-3 of a crop. Prices go up by leaps and bounds. When near the top the farmers begin to come in to settle, and the result is that no corn is found in the elevators. And not near enough money in the bank to square accounts.

The outcome is, that of our two friends who were ambitious to store grain and do the other fellow up, one is sold out by the sheriff while the other, having influential friends, is successful in borrowing enough to tide him over. He struggles on for a few years, but the load is so heavy, and he finally succumbs to the inevitable.

The story could be continued with many variations. Some of them not as dark as the picture before you, but the final outcome if the practice is persisted in will in the end be loss in one form or another. So we ring off with the question, Does it pay to store grain for farmers at country stations on the terms that it is usually done?

We believe, gentlemen, that you will agree with our reply, as a rule, that storing does not pay.

The meeting adjourned until 2 p. m.

Wednesday Afternoon Session.

Pres. Cortelyou called the meeting to order.

The following committee was appointed by the Pres. to confer with the committee from the millers ass'n.: J. T. White, P. N. Allin, M. S. Graham, and E. Johnson.

Geo. A. Wells spoke of some of the work done by the Advisory Committee of the Nat'l Ass'n regarding shortages at terminal markets and read some statistics regarding the number of seals arriving in terminal markets with seals broken and in bad order, cautioning the dealers to be careful in cooping cars and keeping a record of car seals.

Chief Grain Inspector Culver of Toledo made a brief address and called attention to one cause of shortages in shipments resulting from stealage by elevator employees and others about an elevator, before the grain was on its way to the terminal market. He related three instances of this character which have occurred in Indiana.

Secy. Smiley read his report, which was adopted; also the Treasurer's financial statement, which showed the state of the ass'n's finances to be as follows:

Receipts from Mar. 24, '03, to June 1, '04, \$4,873.74; disbursements, \$4,718.06. Amount due June 1 for dues, \$377.50. Amount due June 1 for advertising, \$98. Amount paid in advance June 1 for dues, \$43.

Secretary's Report.

At our last annual meeting we had a membership of 248 representing approximately 300 stations. We now have a membership of 272 representing 352 stations from which we derive revenue. We have secured 95 new members since our last annual meeting; 27 of our members have disposed of their elevator property to what are known as line houses having memberships on the Kansas City Board of Trade, and on account of certain rules of that organization they are not permitted to contribute to the support of any local or state grain dealers asso. While it is not our purpose or province to criticize the action of this organization, you can readily see that since this rule is effective and country grain dealers are willing to dispose of their elevator property to the highest bidder our membership may decrease instead of increase and our source of revenue be

cut off. We are quite sure that practically all if not all of the line people purchasing these houses fully appreciate the benefits they derive from and through our organization and would gladly contribute to the support of same were it not that they are prohibited by the rules of the board.

TERMINAL WEIGHTS.—Doubtless all of you will distinctly remember that when our organization was first brought into existence this question was the bone of contention at every meeting. I am pleased to announce that there have been very few complaints filed with your secretary the past year of shortages at terminal markets. Your secretary is a member of the Advisory Board of the National with the Hon. Geo. A. Wells, Secy., as Chairman, and it has been my pleasure to visit St. Louis, Peoria and Memphis since the date of our last annual meeting, and in company with the gentlemen composing the Advisory Committee, made a thorough investigation of terminal facilities. Time and space will not permit me to make a full report at this time of conditions as found at these terminal markets. Will state briefly that practically all of the members actively engaged in the handling of grain of the St. Louis Chamber of Commerce, gladly complied with request of the Advisory Committee and endeavored to bring about better conditions.

Very much to the surprise of this committee we found that the inspection department on the Illinois side did not consider it their duty to reseat cars after inspecting same and in many instances car doors were not closed, which, as you will readily see, gave opportunity for cars to be robbed while standing in the terminal yards. Two of the elevators in St. Louis have refused to recognize B. of T. weighmasters in their houses and I suggest that when making shipments to this market that you instruct your commission man or representative not to allow any of your grain to be weighed through elevators that have not Merchants Exchange weighmasters.

In company with other members of the Advisory Committee your secretary made a thorough investigation of the terminals at Memphis and we were shown every possible courtesy by the owners and operators of the elevators as well as meeting R. R. people having terminals at that market. The Secy. of the Memphis Exchange advises the chairman of the Advisory Committee that steps have been taken to procure Merchants Exchange weights at this market and we are further advised that all grain destined to that market before going out will be weighed through one of the public elevators in Memphis.

LOCAL MEETINGS.—Your secretary has attended during the past year 33 meetings of local dealers held in different parts of the state and with very few exceptions these meetings have been well attended and the result is doubtless apparent to every dealer. These meetings are of vital importance to the entire trade and we do not hesitate to make the statement that much good is accomplished.

It has been suggested to me as your secretary that your president appoint some one in each district, he being authorized to listen to the complaint or complaints whichever it may be, from members of our Asso. in that immediate territory and at the expense of the complainant make a trip to the point where strife exists with a view of arranging all differences and making settlement between the dealers located at that point. We believe this suggestion a good one, and further believe that any and all of our members would be willing to pay the expense of some one appointed by our president to visit all points with a view of settling the differences. You will readily realize that it is a physical impossibility for me as your secretary to attend all of the local meetings that would and should be held in the state.

ARBITRATION.—During the past year or since the time of our last annual meeting there have been seven different cases referred to our Arbitration Committee for adjustment. With one exception the amount involved in each case has been less than \$100 and I am quite sure that we have saved to the litigants more than the amount of their claim with the one exception. All commercial bodies have commenced to recognize and realize that all differences can better be decided by arbitration than litigation.

CROP REPORTS.—We have endeavored the past year to furnish our members with reliable information regarding crop conditions in different parts of the state. I am sorry to say that several of our

members have taken exceptions to our plan of securing this information and distributing same. For some reason or reasons we are unable to explain why, these reports become public before some of our members are in receipt of the information contained. We give our information only to members, having refused a number of different times to give this information to speculators at the terminal markets. We believe that the best information obtainable regarding crop conditions can be secured from our members and believe that our members are entitled to this information prior to the time same becomes public property. Quite a number of our members, in fact, one-third of our membership are very slow about furnishing us this information from which these reports are made up and until we are able to convince our entire membership that it is to their interest to furnish this information we cannot make up a full report as we desire to do.

INSURANCE.—Owing to the fact that the old line companies have advanced their rates from 25 to 50 per cent since the date of our last annual meeting we certainly think that the mutual companies of which there are four or five perfectly reliable, should be given the preference on insurance. There is little doubt, but what the mutual insurance companies have kept down the rate of insurance. I believe that each member of our organization whether a miller or a grain dealer, who has carried insurance in these mutual organizations has saved at least 50 per cent on the basis established by the line companies. These companies have become a public necessity. Every member of our Asso. carrying insurance in same should not hesitate to use his influence with other grain dealers to encourage them to carry their risks on both building and stock in these new companies.

MILLERS AND GRAIN DEALERS.—This is a question of vital importance to both millers and grain dealers of the state of Kansas and one that has caused your secretary more trouble than anything else since our last annual meeting. We take the position that the legitimate country elevator is a public necessity and is here to stay. We insist that the elevator owner and operator is as much a public necessity as the grocer, dry goods store or any other legitimate business. It is true that a spirit of antagonism has been engendered in different parts of the state between the miller and grain dealer which in many instances has resulted in serious loss to the miller and elevator owner. The desire of the farmer is a nearby market for his grain and to build grain houses at every station, at every side track on every railroad, in the state where grain is produced. The transportation companies have encouraged this and still continue to encourage it from a selfish standpoint and to-day there are more elevators than can be practically operated, especially where the miller and farmer combine against the elevator owner, which usually takes place immediately after the rush of grain is over, during which time the country elevator is an absolute necessity.

Now, the question arises, what can be done to do away with the destructive competition that injures farmers, mill and elevator owners? Most of you are doubtless aware of the fact that the millers located in the north part of the state buy their wheat from elevator owners at what it is worth in the markets of the world, less freight. If it can be done in the northern part of the state I see no reason why same cannot be done in every part of the state, and I challenge any one to give any good reason why they should pay above the market price for any wheat they want for manufacturing purposes. Is it because the elevator owner is not honest and names you a price above what he is offered, or is it that you are not honest with one another?

Not long since I happened in a grain office in the central part of the state and heard the elevator owner in conversation with a prominent miller over the phone. I was satisfied in my own mind from the conversation I had heard that the elevator owner worked the miller for at least 2 cts. per bu. Now, the elevator owner really derived no benefit as he offered the farmer 2 cts. per bu. above what the general market would justify. Neither was the farmer satisfied holding out for another cent per bu.

As elevator owners and operators we owe to the miller when we sell him grain, that we give him just what he buys. The millers claim that when they buy from our members they expect to secure virgin wheat, but in many instances the ele-

vator people mix in a few loads of off grade musty wheat that they cannot use without lowering the grade of their flour. I am of the opinion that in a few instances the millers can prove this charge, but think they are exceptions. If they will notify me as your secretary, giving the names of concerns that make a practice of this we certainly think we are entitled to notify the millers clubs of this state, and we are further of the opinion that it would only be a short time until these elevator owners would realize that they were the losers by resorting to such dishonest practices. We insist that the interests of the millers and elevator men are so interwoven and inter-dependent that any injury or loss sustained by either one of these interests is shared to a greater or less extent by both.

CO-OPERATIVE CONCERNS.—Since the date of our last annual meeting a number of elevators have been built that are being operated by farmers in different parts of the state. In a number of instances these elevators have been built with the intention of driving the elevator owners out of business. For the farmer who produces the grain I have only the kindest feeling, but know to a certainty that the greatest graft in Kansas is worked at the present time upon the farmers of the state by a few politicians out of a job. A good many thousand dollars have been contributed to these scheming politicians already and not being satisfied with this they are now reaching out for more and promise the farmers of Kansas, Nebraska, Oklahoma, Minnesota and N. & S. Dakota that if they will place 50 million dollars in their hands they will drive from the state every elevator owner located within its borders. It is not my object to denounce the co-operative movement, realizing that the farmers have a perfect right to organize in any lawful business that they see fit. If the farmers can do better to handle their shipments through their own houses, it is a privilege they have. If on the other hand they can do as well to patronize their local dealer who is a fixture in the vicinity and pays taxes and has his capital invested in the business, giving all of his time and attention to same, then common justice demands that they deal with their neighbor.

The farmer has ever been the prey of bankrupt politicians or men that have been failures. The schemes tried have been many and varied and one known as the Farmers Co-operative elevator scheme seems to be the most popular at present, although it is anything but a novel method of farming the farmers. As you all know, it has been frequently told in the N. W. and East and even here in the West with us, but regardless of past experience the farmers continue to invest their money for the benefit of the agitators and prime movers who are the only real beneficiaries of such schemes. Look at the co-operative stores and elevators that started during the life of the Grange and Farmers Alliance in this state. How many of them are in existence to-day?

Since the date of our last annual meeting not less than 6 of the co-operative elevators in the state of Kansas have gone out of existence, having been compelled to make an assessment on their members of from 10 to 100 per cent. These are all occurrences of the past year. Why is it that the Farmers El. Co. of Fairbault, Minn., and the Farmers Co-op. Grain Buying Co. of Whitmore, Iowa, which stand from 8 to 10 thousand dollars in the hole, have not succeeded? They as well as other concerns of like character admit that they have done a large business and claim it was a paying investment up to the time they found they were bankrupt. Why is it that the Solomon Farmers Organization, the parent institution in the state of Kansas, doing a large business since brought into existence would be compelled to make an assessment of 100 per cent against their members to meet the losses incurred. This demonstrates the fact clearly that you must make a reasonable margin of profit on grain handled in order to continue in the business.

FEDERATION OF COMMERCIAL INTERESTS.—Doubtless all of you are familiar with the Federation of Commercial Interests in the state of Kansas and our members are also aware of the fact that our organization has not contributed to the support of this organization. It is not our intention to criticize their action and believe that great good has been accomplished through the federation of commercial interests. However, your Official Board has deemed it advisable that this organization not become a part of same for the reason that we were fearful

that we might be compelled to identify ourselves with one or the other of the political parties in our state and experience has taught us that any business organization cannot prosper or succeed if identified with any political organization.

CHANGE OF CONSTITUTION AND BY-LAWS.—There has been very little change in our constitution and by-laws since organization. You will readily realize that we have outgrown our old constitution and by-laws and I trust that our worthy president will appoint a committee for the purpose of revising same and that this committee may report on same before the close of our meeting. Our arbitration rules are crude as compared with rules of other state organizations and I hardly think that you would make a mistake in adopting the arbitration rules laid down by the other state organizations.

Some three months ago at an Official Board meeting your secretary was instructed to present to your Official Board new arbitration rules for their approval and that same be printed and sent to our members in our 1904 directory. Their request was complied with and same has been mailed to every member of the Association and we have to-day a copy of these new rules which should be read section by section and any changes that may be desired may be made at this time.

The new arbitration rules of the ass'n were read and voted on for adoption section by section. The rules were adopted as a whole, upon motion by Mr. Work. The motion was seconded and carried.

H. B. Miller: I move that the Chair appoint a committee of three, including the Pres. of this Ass'n, for the revision of the Constitution and By-Laws, and to make their report to this body at its next regular meeting.

The motion was seconded and carried.

U. S. Epperson of the Grain Dealers Exchange was called upon and explained the plan under which his company is supplying fire insurance to grain dealers, and how it will save money to the grain dealers who take out policies in it.

E. J. Smiley: I want to call attention to the fact that by not paying dues promptly members compel us to make draft on them for the amount, and the amount of exchange paid on these drafts ranges from 15 to 25 cents, amounting in all to about \$25 a year, as shown in my report. If members would pay dues promptly they would save this much to the ass'n.

S. J. Thompson, chairman of the Auditing Committee, reported:

To the Members of the Kansas Grain Dealers Ass'n.: We your committee appointed to audit the books of the Secy., beg to report that we have checked all the items of expenditure between Mar. 24, '03, and June 1, '04, and found same to be \$4,718.06, and that we have checked all the items of receipts so far as possible, with the records at hand and find same to be correct, the last cash book beginning Aug. 1st, '03, having been overlooked and not at our disposal.

In auditing these accounts, your committee finds that the expense of collection and exchange on drafts against members for dues amounts to from 10 to 25 cents on each small draft, and we would therefore recommend that the Secy. be instructed to charge these items of expense to the members that require such drafts to be made upon them.

We would further recommend that a committee be appointed at this session to audit the books of the Secy. for the next year, some provision being made to cover the expenses of such committee, in meeting at the Secy's office at Topeka two days prior to the date set for the annual meeting, where all books of record will be at their disposal and a proper statement may be obtainable.

H. Work: I move that the report of the Auditing Committee be adopted and filed. The motion was seconded and carried.

The next on the program was the election of officers, which resulted as follows: Pres., L. Cortelyou, Muscotah; Secy., E. J. Smiley, Topeka.

Board of Managers: A. T. Rodgers,

Beloit; P. N. Allin, Coffeyville; E. N. Bailey, Baileyville.

In thanking the Ass'n for the honor conferred upon him again by electing him to the Presidency, Mr. Cortelyou gave notice that he would not accept the office next year.

Pres. Cortelyou: I will appoint as a committee for the revision of the Constitution and By-Laws: H. Work, P. N. Allin, and the resolution adopted provided that the President shall be Chairman of the Committee.

Upon motion by S. R. Washer the convention adopted a resolution thanking the Kansas City Board of Trade for the entertainment and hospitality shown the visiting dealers while in the city.

The meeting then adjourned.

Convention Notes.

One man from Nebraska,—S. A. Austin, Wilsonville.

Oklahoma was represented by W. E. Smith, Medford.

Winnipeg, Man., was represented by S. W. Metcalfe.

Iowa was represented by Geo. A. Wells, Secy. of the Iowa Ass'n.

The machinery trade was represented by H. P. Harpstrite, Maroa Mfg. Co.

Ohio was conspicuously represented by E. H. Culver, Chief Grain Inspector, and C. Knox, of Reynolds Bros.

Topeka's delegation consisted of A. H. Bennett, A. D. Bowers, Miss A. M. Davis, C. E. French, E. J. Smiley and W. L. Taylor.

G. W. Davis and G. W. Kenney entertained some of the visitors with auto rides on the boulevards of the city.

Besides the ass'n badge, suspended from which was a medallion bearing a representation of a sunflower, the visiting dealers wore a corn-colored ribbon badge, which heralded the information that the wearer was a Guest of the Board of Trade. These badges were furnished by the Board of Trade.

The Kansas dealers in attendance were A. Aitken, St. John; P. N. Allin, Coffeyville; Jno. Anderson, Plevna; W. H. Bandt, Bloomington; E. N. Bailey, Baileyville; B. F. and A. Blaker, Pleasanton; A. D. Blanchard, Bloomington; Geo. Bowman, Logan; S. D. Brumbaugh, Vesper; W. H. Callaway, Greenleaf; J. W. Cartwright, Oskaloosa; M. W. Cardwell, Osage City; J. Charlesworth, Quennemo; D. Colman, Dennison; L. Cortelyou, Muscotah; J. J. Comer, Willis; J. A. Creed, Otis; F. A. Derby, Sabetha; Thos. C. Dick, McPherson; H. Dreany, La Crosse; J. D. Earhart, Partridge; C. S. Edwards, Jewell City; A. D. Fair, Great Bend; E. A. Fulcomer, Belleville; S. Garver, Valley Center; R. B. Gibbs, Morrill; S. C. Groth, Lorraine; E. Harris, Richland; M. G. Heald, Centralia; D. Hoch, Olathe; F. L. Ingersoll, Kirwin; C. A. Kalebeisch, Harlan; J. M. Kendall, Ransom; A. Kippe, Ellsworth; C. J. Kreisel, Olmitz; R. J. Lewis, Home; J. Linden, Linden; J. F. Lukert, Sabetha; J. McKeown, Abbeville; J. McManis, Goffs; R. B. Miller, Clyde; W. E. Morley, Lincoln; L. Noel, Glasgow; W. Page, Bloomington; M. G. Patterson, Clay Center; H. F. Probst, Arkansas City; B. C. Ragan, Valley Falls; H. Ragan, McCloud; W. M. Reckewey, Whetmore; A. T. Rodgers, Beloit; S. B. Samuelson, Hiawatha; J. O. Shaler, Ransom; J. F. Schmidt, Lorraine; C. A. Smith, Wellsville; W. W. Smith, Holyrood; O. B. Strom, Sherdahl; S. J. Thompson, Holton; F. Thoman, Sum-

merfield; W. A. Van Horn, Larned; A. Wangerien, Vining; W. S. Williams, Ottawa; H. Work and T. M. Work, Ellsworth.

Supply Trade

The Jeffrey Mfg. Co., of Columbus, O., has issued Bulletin No. 8 on electric locomotives for gathering purposes.

The Allis-Chalmers Co., of Chicago, has brot suit against the Fraser-Mather Co. for infringement of its patent on the Beaumont Drive for the Universal Bolter.

The C. G. Thompson Mfg. Co. has been incorporated at Mexico, Mo., to build elevator and mill machinery. The capital stock is \$60,000, and the incorporators are C. G. Thompson, W. W. Pollock and others.

Chas. D. Cole, formerly connected with the Ideal Car Loader Co., of Sullivan, Ill., has accepted an engagement as traveling representative for the York Foundry & Engine Works of York, Neb., and will cover central and western Nebraska.

The C. O. Bartlett & Snow Co., of Cleveland, O., has received an order from the U. S. Geological Survey for one No. 3, style C, 4-compartment direct heat rotary drier, to be used in the St. Louis Exposition for testing the coals and lignites of the U. S.

H. G. Bushnell is associated with L. Buege in the firm of L. Buege & Co., builders of grain elevators, Minneapolis, Minn. Mr. Bushnell was formerly with the Midland Machinery Co., and prior to that a partner in the old firm of Younglove, Boggess & Co. Mr. Buege has had 12 years' experience as foreman and contractor in this class of work.

What you pay is not half so important as what you get, in advertising. The cheap medium is nearly always much more expensive than the high-priced medium when results are considered. Some people think the value of an advertisement is difficult to measure—so it is, in some mediums—but the old, old standard of results generally determines the value of space.

The J. Thompson & Sons Mfg. Co., of Beloit, Wis., whose plant was burned Mar. 22, will continue the manufacture of the Thompson-Lewis Gas Engine. The report that the company would discontinue is false. The insurance has been settled, and the company is busy at work rebuilding the plant. The machine shop is in running order and orders are being filled for engines and extras.

Some of the most frequent grafts are: The church or society is going to "get up" a concert. All nice people; but when they solicit ads for their programme, they are just plain grafters. The space is not worth the cost of setting the type. The Y. M. C. A. is going to give a series of entertainments and have a bulletin—ads and programme. They pretend to sell you advertising. They are getting money under false pretenses.—Printers Ink.

The New Era Gas Engine Co., of Dayton, O., has issued an illustrated catalog of the New Era, an engine that uses gasoline, kerosene or distillate, natural gas, illuminating gas, producer gas or

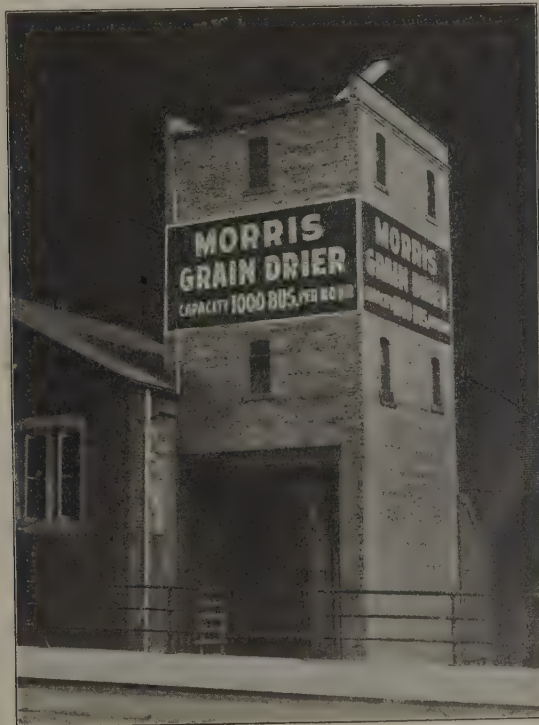
Acme gas, and can be changed from one to the other while running. The catalog illustrates some of the valuable features the company has adopted after 12 years of successful experience, one of which is the solid cylinder head, with a thin spot made to burst when the careless man lets the water freeze. This thin cap can be replaced at small expense.

Caldwell & Barr, of Earl Park, Ind., manufacturers of grain purifiers under their several U. S. patents, have been granted by the Patent Office during the past week, another process-patent on

Morris Grain Drier.

So much grain has been lost during the last three or four years as the result of deterioration due to excessive moisture that a greater demand has arisen for grain driers than ever before, and it is natural that several very good machines should be placed on the market.

The Morris Double Grain Drier, recently erected in the Rialto Elevator at Milwaukee, has a capacity of one thousand bushels per hour where the grain being dried does not contain more than



treating grain, which is described on page 649 of this issue. By this last process-patent they pass all sulphur fumes thru a body of water before bringing them into contact with the grain to be purified, thus permitting the use of a purifier in any part of the elevator while eliminating all possibility of fire. The chemical results are claimed to enhance the efficiency, simplicity and economy of the work, and should interest grain men familiar with purifying.

The Stephens-Adamson Mfg. Co., of Aurora, Ill., has issued Catalog No. 5, devoted exclusively to belt conveyors. Accompanying each of the 75 handsome half-tone engravings is a concise description. The many styles of belt carriers, concentrators, portable concentrators, return rollers, carrier stands, bearings, hangers, guide rollers, head pulleys and take-ups, show good design. No one who intends installing belt conveyors should be without this catalog, as it contains sketches showing 10 different ways of arranging belt conveyors, level or inclined, flat or troughed, angling or crossing. Twelve important factors to be kept in mind when making estimates on the cost of an installation, are given, with much other information of value to the purchaser. Copies of the catalog will be sent to Journal readers on request.

an average amount of excess moisture. It is claimed that this drier removes all moisture desired, retains the brilliancy of the grain and does not disintegrate the kernel.

Grain dried in it is said to stand handling without breaking. The moisture is removed entirely by air of even temperature, which is passed through the grain in a rapid manner, so that all parts receive the same ventilation at the same time. The maker claims to dry the grain properly and to leave it in the best condition, so that it will command a high price. Any additional information may be obtained by addressing F. R. Morris, Milwaukee, Wis.

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to June 10 have been 132,225,000 bus.; compared with 243,047,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to June 10 have been 154,404,000 bus.; compared with 137,930,000 bus. for the corresponding period a year ago.

Seeds

Johnson & Son, seed dealers of Goshen, Ind., have bot a mill building and will remodel it into a seed warehouse and grain elevator.

James G. Ficklin, the blue grass "King" of King City, Mo., harvests annually 15,000 to 20,000 bus. of blue grass in and near Gentry county.

Clover seed receipts at Toledo during May amounted to 853 bags; compared with 215 bags for May, 1903. Shipments during May were 4,014 bags; compared with 135 bags during May last year.

Extremely dry weather last fall, with the freezing of winter, damaged the old clover in many localities. Young clover made a good catch and is growing finely. —June report of Ohio State Board of Agriculture.

Both timothy and clover have made excellent growth in Missouri and promise a crop equal to the crop of last year, reports G. B. Ellis, secy. of the Missouri State Board of Agriculture. The condition of timothy on June 1 was 7 points higher than for the same time in 1903, while the condition for clover is slightly lower than it was at this time last year.

Missouri devotes twice as much land to the timothy seed crop as to clover. As reported by Geo. B. Ellis, secy. of the State Board of Agriculture, the yield in 1903 was 363,505 bus. of timothy seed and 63,180 bus. of clover seed. The central and southwest sections of the state raise most of the clover seed, while the northeast section produced about half of the timothy seed.

SEED TRADE CONVENTION.

The 22d annual meeting of the American Seed Trade Assn. will be held June 21 to 23 at the Forest Park University Hotel, St. Louis, Mo. Following is the interesting program:

Irrigation in the West and Its Possibilities, by George H. Maxwell.

Points of Interest for Seedsmen at St. Louis, by H. M. Schisler, of the Schisler-Corneli Seed Co., St. Louis.

Breeding of Field Corn for Increase in Yield, by Frank H. Funk, of Funk Bros. Seed Co., Bloomington, Ill.

Ideals in Seed Growing, by W. W. Tracey, Sr., U. S. Department of Agriculture, Washington.

Difficulties of the Present Contract System; Is there a Remedy? by J. C. Vaughan, Chicago.

Trial Grounds and their Necessity to Seeds, by E. D. Darlington, of W. Atlee Burpee & Co., Philadelphia.

The Middle West as a Seed Producing Section; Varieties Most Profitably Grown, by Mel. L. Webster, Independence, Ia.

Fire Insurance Expenditure; What Loss Experience Teaches, by Albert McCullough, of J. M. McCullough's Sons, Cincinnati.

Points of Interest Pertaining to Seeds and Seed Growing in the State of Washington, by E. F. Bogardus, Lilly, Bogardus & Co., Seattle, Wash.

Soil Inoculation or the Inoculation of Legumes to Insure the Formation of Nodules, by George T. Moore, U. S. Department of Agriculture, Washington.

Grain Trade News

CANADA.

Magrath, Alta.—An eltr. of 35,000 bus. capacity is to be erected by the Raymond Milling Co.

Arcola, Assa.—Hopper & McNeil have succeeded Hopper & Lawler, W. J. Lawler having sold his interest in the eltr. to Jacob McNeil.

The Dominion Transportation Commission believes that greater storage capacity at Fort William and Montreal is necessary for the marketing of wheat.

Plum Coulee, Man.—Frank Depher has bot the eltr. of Wagner Bros., who have discontinued the grain business, A. H. Wagner removing to Norwood Grove.

Ottawa, Ont.—The bill providing for the construction of the Grand Trunk Pacific Ry. was passed by the house of Parliament, May 28. The line is to be 3,125 miles in length.

Fort William, Ont.—The municipal government contemplates appointing an inspector to examine the grain eltrs, some of which are reported to be dangerous to the men employed therein.

Ottawa, Ont.—The special committee appointed to consider the bill to amend the Grain Inspection Act held a meeting June 2 and appointed Archie Campbell chairman. It was decided to notify the various boards of trade that hearings would be given.

Wawanesa, Man.—The North Star Eltr., at Elliotts siding, was knocked 6 ft. out of plumb by a car loaded with lumber which was being switched. The car left the track and crashed into the eltr., smashing the bin and scattering the wheat. The house contained 25,000 bus. of wheat.

Ft. William, Ont.—The coroner's jury on the death of Harry Haywood, who died from injuries received May 18 in Eltr. D, found the C. P. Ry. company guilty of contributory negligence and recommended that a competent person be employed to inspect all construction and machinery.

Montreal, Que.—The Corn Exchange will send a delegation to Parliament to urge that grain inspection should be placed under the control of Boards of Trade, or that certain amendments be adopted. The clause preventing re-inspection of wheat at Montreal is objected to, as well as the rule against mixing grain in public eltrs.

Winnipeg, Man.—Athol R. J. McBean, of the grain firm of Bruce McBean & Co., was married June 1 to Miss Luella W. Macleod, also of Winnipeg. The young couple will take a trip thru the eastern states before settling down in Winnipeg. Members of the Grain Exchange presented Mr. McBean May 31 with a handsome cabinet of silver as a token of esteem and to mark the marriage.

Fort William, Ont.—One of the steel grain storage tanks at Eltr. D. of the Canadian Pacific Ry. fell over against the working house on the afternoon of May 23. Besides the bursting of the tank and the spilling of the 30,000 bus. of wheat,

serious damage was done to the working house and its machinery. The tank was one of the first erected, and its foundation is said to have been poor. Another theory is that the rivets gave way first. The faulty construction of some of the Fort William tanks was explained in the Grain Dealers Journal for Apr. 10, page 387.

Ft. William, Ont.—R. H. Graham, of Toronto, has bot half of the wheat damaged in the fire at Eltr. B. The other half is being held by the insurance companies, who are disposing of it to buyers or sending it to the Kingston eltr. to be treated. It is estimated that \$50,000 will be realized from this wheat. A large gang of workmen are at work clearing away the debris of the burned eltr. The C. P. Ry. has accepted the plans submitted by the Barnett & Record Co. for a working house for Eltr. E. This will make this eltr. a receiving as well as discharging eltr., increase its capacity for rapid handling and will give additional storage for 500,000 bus.

WINNIPEG LETTER.

Winnipeg, June 6.—The outlook for the coming crop is good in Manitoba and the Northwest Territories. Plentiful rains have had a beneficial effect on the growing plant and the general feeling in trade is that this season will see one of the largest crops that the country has ever harvested.

Eltr. men are not building as largely as they did in 1903, as most of the territory, where new railroads were opening up the country, have been covered by additional eltr. facilities. The eltr. capacity of the country now seems to be adequate, though grain men are quite prepared to build with the railways.

C. N. Bell, secy. of the Winnipeg Grain Exchange, has been east for the past three weeks, as he is the secy. of the Dominion Transportation Commission, which has been holding meetings at different centres in eastern Canada. It is expected that the Commission will be in Winnipeg about the middle of the month to investigate the charges of a mutual agreement between the Canadian Pacific Ry. and the Canadian Northern Ry. which has completely shut out the competition from across the line.

Great changes are announced by the Canadian Pacific Ry. at the lake port for this season. J. A. Jamieson, the grain handling expert of the company at Montreal, has been spending a week at Fort William investigating what will be necessary to do in order to meet the exigencies of the future. After receiving his report the company decided to spend \$800,000 in improvements, which includes the extension of the channel of the Kaministiquia River, a quarter of a mile, so that vessels of heavy tonnage could load farther up the river and thus relieve the present congestion at the docks. The channel of the McKeller, one of the branches of the Kaministiquia river, will also be deepened, so as to give the company a second outlet to the lake from the docks.—S.

CHICAGO.

It is now known who hit Joe Bidwill. Geo. W. Peavey has bot 20 acres in 22d street.

Memberships in the Chicago Board of Trade are selling for \$3,125.

T. C. Sullivan is now traveling representative in Illinois for Thos. Bennett & Co.

E. C. Ware has been appointed first assistant grain sampler of the Board of Trade.

The Knickerbocker Trust Co., of New York, has obtained a judgment for \$10,343 against P. B. Weare.

The new department of grain sampling will have its headquarters on the seventh floor of the Board of Trade bldg.

The Midland Linseed Oil Co., of Minneapolis, has been granted charter to do business in Illinois, capital \$50,000.

Geo. A. Denniston, father of Geo. R., Wm. and U. R. Denniston, members of the Board of Trade, died at his home in Austin May 27.

The intermarket committee of the Board of Trade held a meeting June 1 with the grain committee and large shippers.

The Supreme Court of the United States has granted the Chicago Board of Trade a writ of certiorari in its suit against the alleged Christie bucket-shop.

The W. B. Kirkland Co. incorporated, \$15,000 capital, to do a general brokerage and commission business. Incorporators, E. W. Brinker, W. B. Kirkland and W. W. Young.

The directors of the Board of Trade have called for the assessment of \$25 which is payable July 1. The total will amount to \$45,000, which will retire 15 memberships.

Edward Shearson, Chas. A. Shearson, William H. Busk and Henry W. Paret of the firm of Shearson, Hamill & Co., are buying four memberships in the Board of Trade.

A. S. Floyd and F. B. Crawford, composing the firm of Floyd, Crawford & Co., which suspended business May 9, have been suspended from the Board of Trade for failing to pay claims to members.

The appellate court on June 3 upheld the right of the Board of Trade to enforce its rules, and denied John Dickinson's petition for a writ commanding the Board of Trade to reinstate him to membership.

WANTED.—A Chief Grain Inspector who will employ grain inspectors only on account of their ability to grade grain and without any regard to their political affiliations.—The Members of the Grain Trade.

Porterfield & Co., grain option brokers, have filed a petition in bankruptcy. Liabilities, \$87,036; assets, \$11,643. A short time ago an injunction was secured restraining this firm from receiving Board of Trade quotations.

Edward G. Heeman has arranged to transact his business thru Chas. W. Gillett & Co., whose facilities will enable him to execute orders in stocks, bonds, cotton and coffee as well as grain and provisions, and Milwaukee puts and calls.

Besides Chief Bidwill, Gov. Yates has requested the resignation of the following employes of the state grain inspection department: C. M. Eldredge, W. L. Whit-

lock, John T. Phelps and E. C. Hawley. It is rumored that W. Scott Cowen will succeed Bidwill.

Inasmuch as St. Louis and Kansas City have for years maintained efficient traffic bureaus to the advantage of grain dealers and business men in those cities would it not be well for Chicago to establish a bureau to see that Chicago gets fair freight rates?

C. O. Reagin, a state grain inspector, has withdrawn his suit to recover \$200 which he alleged was deducted from his salary for campaign purposes. He was appointed grain inspector in 1900 and claimed that for more than 2 years 5 per cent of his salary had been deducted for this purpose.

The Board of Trade delegation appointed by the directors to attend the meeting of the Grain Dealers National Assn., at Milwaukee, is composed of Walter Fitch, E. W. Wagner, Geo. E. Marcy, James Pettit, F. S. Martin, R. H. Donnelly, W. S. Crosby, I. P. Rumsey, W. N. Eckhardt, D. I. Van Ness and J. R. Leonard.

Russell, Brewster & Co. will succeed E. L. Brewster & Co. on July 1. The firm will be composed of Edw. P. Russell and Walter S. Brewster, son of the present head of the firm. Mr. Brewster, Sr., has posted his membership in the New York Stock Exchange for transfer to his son and will retire from active business when the transfer is completed.

Kansas City, Rockford, St. Louis and Minneapolis have profited greatly by establishing traffic bureaus and employing men experienced in freight traffic matters to run them. Some of these men receive \$7,500 per year for their services. Charges do not seem to want such a bureau, altho it daily discriminated against. Desirable results can not be obtained from the cheap services of a has-been. If the Board of Trade desires the city to have even equitable treatment at the hands of the rldrs. it shud establish the best traffic buro in existence and put a man of the 1st grade in charge of it. A little investigation by the Board's Transportation Comite. will disclose a broad field for work.

ILLINOIS.

All aboard for Decatur meeting Illinois Assn. June 15.

Mount Pulaski, Ill.—The farmers eltr. was blown down June 4.

Minonk, Ill.—Work has been commenced on the eltr. for B. M. Stoddard.

Royal, Ill.—Morrison & Grindley will equip their eltr. with a Hall Distributor.

Clinton, Ill.—The Jenkins Grain Co. is building a 15,000-bu. eltr. at Jenkins Switch.

Carmi, Ill.—The H. Speer Milling Co. has increased its capital from \$9,000 to \$25,000.

Beason, Ill.—The Shellabarger Eltr. Co. has bot the 40,000-bu. eltr. of Henry Thobro.

Catlin, Ill.—O. C. Benson is building an addition to his eltr. and installing new machinery.

Cheneyville, Ill.—C. C. Harlan & Co. are putting in a new cleaner and repairing their eltr.

Peoria, Ill.—The Corning Distillery was destroyed by explosion and fire June 4. Loss, \$1,000,000.

Maroa, Ill.—The Maroa Eltr. Co. contemplates increasing its capital and rebuilding the eltr.

Windsor, Ill.—The only regular grain dealers at Windsor are Gould & Bruce and Moberly & Co.

Sadorus, Ill.—Suffern, Hunt & Co., of Decatur, have purchased land in Sadorus and will build an eltr.

Seneca, Ill.—The Seneca Grain, Lumber & Supply Co. has increased its capital from \$10,000 to \$20,000.

Woodyard, Ill.—W. F. Banta, of Ridgefarm, is building a 100,000-bu. eltr. at Woodyard on the Big Four.

Trimble, Ill.—The Trimble Eltr. Co. has started its new 17,000-bu. eltr. just completed by the N. A. Grabill Co.

Atwood, Ill.—The eltr. for B. Harshbarger has been nearly completed. It will have a capacity for about 7,000 bus.

Brice, Ill.—The Herron-Patterson Co., of Milford, will erect an eltr. on the St. Louis cut-off of the C. & E. I. R. R.

Perdueville, Ill.—The Perdue Eltr. Co. has secured a site on the L. E. & W. Ry. and work on the eltr. will begin soon.

Fall Creek, Ill.—Dow & King of Pittsfield have let the contract to the Younglove & Boggess Co. for 15,000 bus. storage.

Virginia, Ill.—C. W. Hofstetter is building a 15,000-bu. eltr. Constant's Patent Chain Feeder will be used in the eltr. dump sink.

Chebanse, Ill.—R. F. Cummings is improving his eltr. Another Constant Improved Chain Feeder, using the B. S. C. chain, has been installed.

Maroa, Ill.—M. R. Allsup, who sold his eltr. last fall to the Maroa Eltr. Co., will build an eltr. and again engage in the grain business.

Galton, Ill.—J. P. Woolford transferred his store at Galton to his son May 14 and will give his whole time to his grain and coal business.

LOST.—A sinecure, at Springfield, June 3. Any assistance that will aid me in recovering the place will be well paid for.—Joey B.

Tower Hill, Ill.—William Clegg, of Clegg & Bullington, died May 30, from the effects of an operation made 3 months ago. He was 39 years of age.

Conlogue, Ill.—J. T. Ricketts and the insurance adjusters have agreed on \$11,000 as the amount of loss on the eltr. of Mr. Ricketts, which burned recently.

Waukegan, Ill.—The new plant of the Warner Glucose Sugar Refining Co. is expected to be completed early in July, consuming 20,000 bus. of corn daily.

Dudley, Ill.—The eltr. of D. D. Baber, which burned May 18, had a capacity of 60,000 bus. and at the time of the fire contained 5,000 bus. of corn and 3,000 bus. of oats.

Harris, Ill.—Felger Bros., of Bement, Ill., have bot the eltr. of Fred D. Gillespie and will take possession July 1. Mr. Gillespie will continue in the general merchandise business.

Adeline, Ill.—It is reported that the Neola Eltr. Co. has purchased the eltr. which it has been renting for the last 5 years, from the railroad company. John Anderson is local mgr.

Arcola, Ill.—The Arcola Grain, Coal & Telephone Co. has bot the eltr. of Doyle Bros. for \$4,050 and will take possession June 25. The new owners will improve the equipment of the eltr.

Longcreek, Ill.—The Longcreek Grain & Coal Co. incorporated, \$2,500, to deal in grain, coal and farming implements. Incorporators, Noah Fletcher, W. B. Heaton and J. B. McCrete.

Sibley, Ill.—The Shearer-Miller Grain Co. has succeeded L. Hutchinson. The new company is composed of Shearer & Shearer, of Cullom, and M. L. Miller, who will manage the business at Sibley.

Maroa, Ill.—The Shellabarger Eltr. Co. is improving its eltr. A 40,000-bu. double crib will be built and the engine room remodeled. The work will cost \$3,000 and will be completed in about 6 weeks.

St. Joseph, Ill.—The farmers are organizing a company to build an eltr. and a committee of 3 has been appointed to secure a site from the Frisco Ry. company for its erection. J. B. Marsh, Wm. Gohl and A. C. McElree are interested.

Cerro Gordo, Ill.—The Cerro Gordo Grain & Coal Co., a farmers' company, has bot and taken possession of the new eltr. of the Shellabarger Eltr. Co. The farmers had decided to build, which wud have made 3 eltrs. at the station, or more than the business justified.

Peoria, Ill.—We are indebted to R. C. Grier, secy. of the Peoria Board of Trade, for a copy of the 34th annual report of the Board of Trade for 1903. The book is very well printed, and contains detailed statistics of the grain and other commodities received over the 12 railroads entering Peoria, a list of the 97 members of the Board, their firm and business, and the grades of grain established by the Peoria Board of Trade.

Peoria, Ill.—R. C. Grier, secy. of the Peoria Board of Trade, reports that Peoria received during May 43,200 bus. of wheat; 1,290,000 of corn; 785,000 of oats; 10,400 of rye and 149,400 of barley; 1,245 tons of millfeed and 1,200 tons of hay; compared with 56,400 bus. of wheat; 1,621,000 of corn; 618,500 of oats; 11,200 of rye; and 91,100 of barley; 270 tons of millfeed and 3,070 tons of hay during May a year ago. The shipments during May have been 50,400 bus. of wheat; 871,600 of corn; 991,400 of oats; 5,600 of rye; and 88,400 of barley; 3,512 tons of millfeed, and 250 tons of hay; compared with 236,000 bus. of wheat; 541,000 bus. corn; 768,000 bus. oats; 10,400 bus. rye; 17,900 bus. barley; 3,345 tons millfeed; and 440 tons hay during May, 1903.

The annual meeting of the Illinois Grain Dirs. Assn. will be held at Decatur June 15, one day only, and it is sincerely hoped that the members will see the wisdom of re-electing the present Secretary. Heretofore the Assn. has tried to get along with men for secretaries who were also engaged in the business, hence cud give but a portion of their time to the Assn. It is far better to have a man who can and will give his entire time to the work, as Mr. Beyer has done. An earnest, eager worker, Geo. Beyer has striven faithfully and honestly to promote the interests of members. His year's experience is of value to the organization and will enable a man who is naturally careful and conservative to give even better service than during the last year.

INDIANA.

Talbot, Ind.—F. A. Vant is painting the roof of his eltr.

Grammer, Ind.—Adams & Adams have succeeded J. W. Adams.—I.

Indianapolis, Ind.—The Board of Trade will hold its annual election June 13.

Silverwood, Ind.—W. F. Banta, of Ridgefarm, Ill., is repairing his eltr. at Silverwood.

Elnora, Ind.—C. M. Lemon will build an eltr. on land which he has purchased along the Southern Indiana Ry.

Elwood, Ind.—Howard, Tipton, Madison or Grant counties will not harvest as much wheat as sown.—H. G. Harting.

Petroleum, Ind.—The Petroleum Grain & Lumber Co. has let the contract to the N. A. Grabill Co. for a 17,000-bu. eltr.

Avery, Ind.—A 5,000-bu. eltr. to cost about \$4,000 is being erected by Bert Miller. It will be equipped with a 15-h.p. gas engine.

Mooreland, Ind.—Henry Co. will not reap as much wheat as was sown. Corn and oats acreage large and in good condition.—J. A. Mouch.

Indianapolis, Ind.—E. W. Bassett returned from his European trip just in time to see his mother before her death, which occurred May 28.

Peru, Ind.—Mrs. J. A. Neal is running the business of J. A. Neal & Co. during the absence of her husband in a sanitarium at Ann Arbor, Mich.

Indianapolis, Ind.—The National Grain & Hay Co. has recently been formed to buy and ship. B. J. Prater, formerly with W. J. Riley & Co., of Terre Haute, is pres.

Whiteland, Ind.—The Whiteland Grain & Coal Co., a company of farmers headed by S. E. Vanarsdell and Edgar Brewer, has bot for \$5,000 cash the eltr. of Frank Dickinson.

Avery, Ind.—W. H. Bird is building an eltr. on the T. St. L. & W. Ry. It will be equipped with Constant Chain Feeders, platform dump, water-tight boot and a No. 8 corn, oats and wheat cleaner.

Kouts, Ind.—J. J. Overmyer, who was formerly in the grain business at Hicksville, O., has bot the eltr. of E. W. Wagner, of Chicago, and took possession June 1. Mr. Overmyer will install corn shelling machinery.

Clifford, Ind., June 4.—Prospect for an average crop of wheat. Never saw better prospect for corn at this time of year. This is the garden spot of southern Indiana. Farmers are jubilant over the prospect of big crops and good prices. I expect to do a big business this year.—J. P. Norton.

Lebanon, Ind., June 1.—The wheat in Boone county is about all plowed up and sown to oats or planted to corn. A large acreage of corn and oats has been put out and the oats are looking very fine for this time of the year and the corn is reported as coming up well with a good stand. The farmers are working the corn and have the most of it in good condition.—H. C. Clark.

Romney, Ind.—D. P. Simison & Co. will rebuild the eltr. burned May 18. The cause of the fire is being investigated as it is supposed to have been of incendiary origin. The house at the time of the fire contained 5,000 bus. of grain. The new eltr. will cost about \$30,000 and will have capacity for from 25,000 to 30,000 bus. It will be an iron clad structure,

with the engine house apart from the main building. The contract for rebuilding has been let to Henderson & Friedline.

Goshen, Ind., May 31.—The season is cold and backward but we think that when it does become warm the crops will come on with a rush. The most of the corn is planted and is looking well. Oats, also, are thrifty. The weather is favorable for wheat, but alas, the greater part of it was killed last winter and we shall do well if we have half a crop. The outlook was never so bad. Farmers are very busy and but little grain is being marketed. The demand for both flour and feed is very good but unfortunately we cannot get wheat unless we pay an enormous price for it; in fact, wheat is too high for milling purposes. About all that a miller can do with it is to put it in a glass show case for exhibition.—F. E. C. Hawks, pres. Goshen Milling Co.

IOWA.

Pleasantville, Ia.—G. J. Stewart & Co. will build another eltr.

Delmar, Ia.—Davis & Means have succeeded Barrick & Davis.—I.

Duncan, Ia.—C. M. Gowdy, of Britt, is repairing his eltr. at Duncan.

Emerson, Ia.—W. H. Eaton is building another eltr. near his old house.

Aplington, Ia.—Lightning recently struck the eltr. of H. Dreyer, Jr.

Kanawha, Ia.—C. M. Gowdy, of Britt, will build a 25,000-bu. eltr. at Kanawha.

Britt, Ia.—C. M. Gowdy will install a gas engine and car loader in his eltr.

Dougherty, Ia.—The Farmers' Eltr. Co. will build an addition to its eltr.

Nora Springs, Ia.—H. C. Hamilton has installed a new gasoline engine in his eltr.

Mallard, Ia.—The Tiedman Eltr. Co., of Fonda, Ia., has bot the eltr. of Dawson & Hahn.

Griswold, Ia.—Turner Bros. eltr. burned May 22. Loss, \$10,000; insured. The house will be rebuilt.

Malcom, Ia.—F. P. Hubbert & Son have let the contract to the Younglove & Boggess Co. for a 40,000-bu. eltr.

Belle Plaine, Ia.—The Voss Lumber Co., dealer in grain, has removed its headquarters from Jewell to Belle Plaine.

Keswick, Ia.—The Home Lumber Co. intends installing a gasoline engine and elevating machinery in its grain house at Keswick.

So. English, Ia.—The Home Lumber Co. has succeeded the O. M. Worrell Lumber Co. in the grain business at Keswick and So. English.

Davenport, Ia.—The G. L. Iles Co. incorporated, \$25,000 capital. W. C. Hayward, pres.; J. E. Lindsay, vice-pres., and G. L. Iles, secy-treas.

Mason City, Ia.—The Iowa & Minnesota Cereal Co., of Mason City, has purchased a line of 22 eltrs. in southern Minnesota and northern Iowa.

Victor, Ia., May 30.—Some corn is being replanted. Oats look well. The weather is warming up and corn is spoiling in crib.—J. M. Groff & Co.

Eldridge, Ia.—The eltr. of Jackson Grain Co. burned May 28 with 2,200 bus. of barley and a small quantity of wheat and corn. Insurance, \$1,500 on eltr. and \$500 on grain.

So. English, Ia., May 31.—The prospects, as far as can be told now, for crops are good. Some corn being plowed, all planting having been finished.—O. K. Morrison, mgr. Home Lumber Co.

Sioux Center, Ia.—D. Vandenberg is installing a steel tank for eltr. boot, also cast iron boot and a controllable worm gear Weller Dump. He will also give the eltr. 2 coats of paint this summer.

Bagley, Ia.—The eltr. of the Atlas Eltr. Co. is not closed, as was erroneously stated in this column, May 25. The company has its agent on the ground and keeps its eltr. open all the year round.

Sioux Center, Ia., June 1.—Crops are a trifle late but doing finely. Plenty of moisture. Corn is coming up and except for bottom lands has a good stand. Some replanting has been done on low land.—D. Vandenberg.

Panama, Ia.—The Neola Eltr. Co. is rebuilding and refitting its eltr. The capacity will be doubled, a new office will be built, new scales, dump for ear corn, new sheller and a 12-h.p. gasoline engine will be installed.

Muscatine, Ia.—The Chicago Grain & Eltr. Co. has established a branch office at Muscatine, receiving the continuous quotations of the Chicago Board of Trade, and will execute orders for future delivery and send track bids to regular grain dealers.

Gridley, Ia.—Eltr. of Western Eltr. Co., Winona, Minn., burned June 3, with a flour and feed house just completed and stocked with flour and feed. The house had 25,000 bus. capacity, but contained little grain. The fire started in the engine house and the wind blew the flames upon the eltr.

Dow City, Ia., May 24.—The crops are doing well and some 2 weeks ahead of last year, owing to the fine weather for getting them in and the splendid condition of the land. Most of the small grain is in good condition and corn is coming up, altho a few, having planted too deeply it is claimed, are replanting. Prospects for pasture were never better at this time of year.—Wm. H. Rule.

KANSAS.

Robinson, Kan.—J. R. Glenn has sold his eltr.—A. D.

Durham, Kan.—The J. Rosenbaum Grain Co. is building an eltr.

Haven, Kan.—W. A. Giles has bot the eltr. of Wm. Astle & Co.—P.

Perry, Kan.—W. H. Pendleton has closed out his business at Perry.

Harding, Kan.—Winship & Young have succeeded Commons & Lent.—I.

Abbyville, Kan.—The Ira Grain Co. has succeeded the Abbyville Grain Co.—I.

Norway, Kan.—The Baker-Crowell Grain Co. is building an eltr. at Norway.

Kinsley, Kan.—The Kinsley Grain & Lumber Co. incorporated, \$10,000 capital.

Lancaster, Kan.—L. J. Woodhouse was married June 1 to Miss Nora Martin, of Atchison.

Columbus, Kan.—Fudge & Thomas are improving their eltr. and installing grinding rolls and a purifier.

Arlington, Kan.—C. Hoffman & Son of Enterprise have bot the grain business of A. B. Crabbs & Co.—A. D.

Talmage, Kan.—Chas. Normal, a 15-year-old boy, fell down the chute in the

eltr. May 24 and was buried beneath 800 bus. of corn.

Caldwell, Kan.—A 50,000-bu. eltr. and 300-bbl. mill will be erected for the Border Queen Milling Co. by the Nordyke & Marmon Co.—P.

Denton, Kan.—Perry Frazier of DuBois, Neb., has let the contract to the York Foundry & Engine Works for the equipment of the eltr. he will build.

Abbyville, Kan.—The Farmers' Co-operative Shipping Co. will build eltrs. at Abbyville, Spearville and Zenith, each to be of 10,000-bu. capacity.

Lancaster, Kan.—L. J. Woodhouse has succeeded Cain & Woodhouse. John W. Cain has sold him his interest in the grain business and intends engaging in the milling business at Leavenworth.

Schroyer, Kan.—The Nebraska Eltr. Co. is overhauling and installing a new equipment at this station, including a Howe Gasoline Engine furnished by the York Foundry & Engine Works.

Bentley, Kan., May 25.—The corn is almost all shipped out now. Wheat is looking fine and well advanced. Corn looking well but late with a large acreage planted. Good prospects for oats.—J. A. Armour, of Armour & Redinger.

Topeka, Kan., June 7.—Wheat generally in good condition, heading north, filling well south; spring wheat thrifty and promising in western counties; corn getting weedy, poor condition, needs warmth and cultivation; oats and barley doing well.—Gov't. Report.

Topeka, Kan.—The Cameron Mill & Eltr. Co. has brot suit against the Taylor Grain Co. to recover \$2,388, being the amount, with interest, paid on drafts for 4 cars of corn shipped by the Taylor Grain Co. to Fort Worth, Tex., but which never arrived.

Wakefield, Kan.—The eltr. of A. W. Schenberger was set on fire Bay 20 but the fire died out without doing much damage. It was found that coal oil had been poured on the side of the eltr. protected by a shed, which suffered most of the damage from the fire.

Topeka, Kan.—John W. Radford, state grain inspector, turned \$1,745.25 into the state treasury May 23 as fees collected during April. This is the smallest collection made in any month of the past year, but more wheat was inspected than during any April of the 5 years preceding.

Frankfort, Kan.—Lightning struck the eltr. of the Hinds & Lint Grain Co. June 1, just as the employees were leaving. The men ran back into the eltr. and extinguished what fire there was by using the buckets filled from the barrels of brine on the top floor, a demonstration of the value of salt water. Loss, \$25.

Topeka, Kan.—The Taylor Grain Co. has let the contract for the machinery and equipment for the power plant to be used to operate the new mill and eltr. The equipment will include a 400-h.p. corliss engine and a large steam pump for fire protection. No belts will be used in transmitting power as this will be done by rope.

Leavenworth, Kan.—The Leavenworth Milling Co. has been organized by John W. Cain, formerly of Cain & Woodhouse, Lancaster, and Victor A. Cain, of the Cain Mill Co., Atchison, to operate the mill recently purchased. The officers of the new company are: Victor A. Cain,

pres.; Chas. Crawford, vice-pres.; John W. Cain, secy. and treas.

KENTUCKY

Louisville, Ky., June 2.—Oats are looking fine; corn nearly all planted and coming on nicely. Wheat acreage is very small, but that is looking well.—Good-enough Bros.

MARYLAND

Baltimore, Md.—Reginald Dougherty, who has been with Thos. S. Clark & Sons and the Baltimore Commission Co. for many years, died June 2 of typhoid fever.

Baltimore, Md., June 7.—Cloudy, rainy week; temperature seasonable; precipitation uneven; all crops made, excellent growth; wheat and rye heading well; oats in good condition; corn doing well.—Gov't. Report.

BALTIMORE LETTER.

There have been periods of dull business in the past, but the present seems to be more remarkable than any heretofore experienced. The trade, however, is hopeful for the future and believe that Baltimore will start up its export business with the movement of new wheat. The crops in this section promise well and since the first of May wheat has come forward steadily and there are no complaints. An early movement is therefore anticipated and this is relied upon to start the export business with.

The tragic death of Mayor McLane on May 30th cast a gloom over the entire city. During the recent fire, and subsequently, he had shown himself a man of determination and coolness under the most trying conditions, therefore the manner of his death was all the more incomprehensible and deeply regretted. Under the Baltimore charter the legal successor to the mayor is the pres. of the second branch of the city council and E. Clay Timanus, by virtue of his office, became mayor, taking the oath the morning following Mayor McLane's death. Mayor Timanus is an active member of the Baltimore Chamber of Commerce, being engaged in the milling business. He has served many terms as a director on the Chamber, and was for five years continuously chairman of the executive committee. He has a host of friends and his bright disposition and sunny nature makes him welcome everywhere. He was elected to the position of president of the council by the assistance of the independent vote, his election being a tribute to his personal popularity.—B. M.

MICHIGAN

Chelsea, Mich.—J. P. Wood & Co. have bot 50,000 bus. of beans during the last 7 months.

Durant, Mich.—Fred F. Hamilton and W. R. Hamlin are charged with having defrauded Greenough & Co., of Toledo, O., of \$4,036 on sales of hay.

Dowagiac, Mich.—During one week in May Mark Oppenheim shipped from his warehouse 2,000 bus. of beans, which were the last of about 10,000 bus. shipped during the season.

MINNEAPOLIS

Henry P. A. Martin will build an iron-clad eltr. which will cost \$11,000. The main building will be 41x41 ft., and the brick power house about 20x20 ft.

Hagen & Miller have dissolved partnership.—I.

Memberships in the Chamber of Commerce are held at \$2,500.

W. L. Finton has taken charge of the new department started by E. S. Woodworth & Co. to supply outside mills with milling wheat.

MINNESOTA

Walters, Minn.—The eltr. of H. J. Ries was closed June 1.

Claremont, Minn.—The Western Eltr. Co. is repairing its eltr.

Minneota, Minn.—E. I. Leeland has bot the house of the Western Eltr. Co.

Tyler, Minn.—Jens B. Johansen has bot a half interest in the eltr. of A. W. Magandy.

Alexandria, Minn.—Atwood Bros. & White Co. incorporated to continue the grain and milling business.

Farwell, Minn.—The Osborne-McMillan Eltr. Co. is about to build a coal shed and will sell coal at its eltr.

Kennedy, Minn.—The St. Anthony & Dakota Eltr. Co. will build a gasoline house to replace the one recently burned.

Springfield, Minn.—Schmid & Anderson Grain Co. incorporated by John B. Schmid, W. A. Anderson and A. G. Anderson.

Farwell, Minn.—Wheat looking fine; plenty of moisture and weather favorable. Corn backward on account of cold.—C. S. Jacobson, agt. Atlantic Eltr. Co.

Appleton, Minn.—The Farmers' Eltr. Co. has let the contract to Lind, Rud & Co. for the erection of a 20,000-bu. eltr. Work will be commenced at once.

Ihlen, Minn.—Bids for the construction of a 40,000 bu. eltr. will be received June 15 by the Farmers' Co-operative Eltr. Co., of which Jos. Evenson is secy.

Sleepy Eye, Minn.—The eltr. to be built by the Farmers' Eltr. Co. will have a capacity for 30,000 bus. of grain and will be completed in time to handle a large part of the new crop.

Lake Preston, Minn.—The eltr. of the Eagle Roller Mill Co. will be rebuilt at a cost of \$4,500. The mill company has let the contract for repairing old houses and building new at several stations to G. T. Honstain.

Walters, Minn., May 30.—Crops are looking fine. Feed is scarce and we are having it shipped in to sell at retail; oats at 50 cents a bu. and corn at 62 cents per bu. No grain in the farmers' hands.—Carl Doerr, agt. G. A. Swan.

According to the reports of grain men who have been investigating the rye crop of Minnesota, it is not likely to be large this year. Much of the acreage in the southern part of the state was winter killed and is now being plowed up and corn is being planted. Chas. A. Malmquist, formerly of the board of appeals of the state grain inspection department, reports that fully 40 per cent of the acreage between Minneapolis and Watertown has been abandoned.

PROGRAM OF SOUTH MINN. & S. DAK. GRAIN DEALERS ASSN.

All grain dealers are cordially invited to attend the annual meeting of the South Minnesota and South Dakota Grain Dealers Assn. at Minneapolis, Tuesday, June 21, at Holcomb hall, 45 S. 4th street.

A fare of one and one-third for the round trip on the certificate plan has been

granted by the railroads, if 100 or more attend. When purchasing ticket do not fail to ask the ticket agent for a receipt, to be given Secy. Quinn, as they must be properly signed by the joint agent in order to secure the reduced fare. Tickets may be purchased under this arrangement 3 days prior to the meeting, good returning June 30.

JUNE 21, 10 A. M.

President's Address.—A. F. Brenner, Minneapolis.

Secy-Treas'. Report.—J. J. Quinn, Minneapolis.

Appointment of Committees.

JUNE 21, 1:30 P. M.

Service of State Weighing and Inspection Department.—C. F. Staples, Member Minnesota Railroad & Warehouse Commission, St. Paul, Minn.

General Discussion.

Breeding Grain Crops. (Illustrated by Stereopticon Views.)—Prof. S. M. Hayes, Minnesota State Experiment Station, St. Anthony Park.

General Discussion.

Report of Committee on Resolutions.

Report of Committee on Nominations.

Election of Officers.

Adjournment.

ON TO MILWAUKEE.

MISSOURI.

Eldon, Mo.—N. E. Harvey is building a warehouse.

Lockwood, Mo.—A. F. Sandmeyer is enlarging his eltr.

Prairie Lick, Mo.—Mr. Fulton has succeeded Brownfield & Fulton.

Westplains, Mo.—Knowlton & Riggs have succeeded Knowlton & Shaver.—I.

Springfield, Mo.—The Ruxton Commission Co. has succeeded the Ruxton-Wright Commission Co.

Carthage, Mo.—Lewis Poncot is building a 12,000-bu. eltr. at Melugin switch, 11 miles east of Carthage. It will cost about \$2,300 and will be ready for the new crop.

Kansas City has just been granted a cut rate of 21 cents on wheat and 20 cents on other grain over the Alton road for export via Baltimore, Newport News and Norfolk, effective June 10.

Kansas City, Mo.—The J. Rosenbaum Grain Co. will handle its business in Kansas City and the southwest under the name of the Terminal Eltrs., with E. M. Jolley in charge at the Kansas City office.

Kansas City, Mo.—W. H. Miller, who was for 15 years secy. of the Board of Trade, died recently at Battle Creek, Mich. Resolutions expressing regret and esteem were adopted by the Board of Trade.—P.

St. Louis, Mo.—Arthur F. McIntyre, pres. of the defunct Merchants' Brokerage & Commission Co. and who was indicted last January, has been found guilty of using the mails to defraud and sentenced to 18 months in the penitentiary. He is the first "get rich quick" promoter to be convicted on a criminal charge.

Springfield, Mo., May 27.—Prospects for the new wheat crop in this section are very fine; the wheat has headed out and we look for an early harvest. Corn planting is over but think the acreage will be light in this section. The oat crop will be light. Springfield is growing in importance as a grain market, and its receipts

are increasing materially.—Ruxton Commission Co.

St. Louis, Mo.—The directors of the Merchants Exchange, at a meeting June 2, instructed the committee on rules to make an early report on the proposition to make hard winter wheat deliverable on contract. Millers who object to the manipulation of the market by bull speculators favor the proposition. At a recent meeting of the Millers Club it was proposed to deliver hard wheat on contract at a discount of 5 cents per bu.

St. Louis, Mo.—At a meeting of the directors of the Merchants' Exchange and the Business Men's League, held to discuss plans to prevent damage by flood to the transportation terminals in St. Louis and East St. Louis, resolutions were adopted recommending that the 2 organizations represented contribute the \$2,500 necessary to complete the \$25,000 needed for the survey from Alton to Carondelet.

St. Louis, Mo.—John W. Kauffman, the daring bear speculator, died of heart disease May 25. He was born in Ohio in 1844, educated at Mt. Pleasant, Ia., a veteran of the civil war, for 20 years a clerk with E. O. Stanard, the miller, and afterwards in the same business on his own account as the Kauffman Milling Co. He was nominally pres. of the C. M. Albers Commission Co., a member of the Chicago Board of Trade and at one time pres. of the Merchants' Exchange. During his extensive operations he has made and lost several fortunes.

Gallatin, Mo., June 6.—Considerable smut and rust showing in wheat, and nothing but dry, warm weather will put the crop above 50 per cent. The late wet weather has reduced the condition of corn from 140 to 125 per cent, and almost half of the early planting is being replanted. Practically no oats sown. What is heading out and what little rye there is will be ready to cut in 10 days or 2 weeks. This has been the most unfavorable spring for the past 10 years for all crops except hay, which is making a rank growth. Northwest Missouri will have no surplus corn if the remainder of June is not warm and dry.—F. G. Fulton.

Columbia, Mo., June 1.—Crops did not make a favorable growth during May and, generally, are from 2 to 3 weeks later than for a normal season, on account of the excessive rainfall and low temperature during the month. While there has been considerable improvement in the wheat crop in some localities, others report a decline, leaving the average condition for the state practically the same as it was a month ago, 81, or about 3 points below the 5-year average for this time of the year. Compared with last year the condition is 12 above, and with that of the banner year, 1902, 11 points below. The poorest condition is reported from the western and northeastern parts of the state. Lafayette county has suffered from the Hessian fly and a large portion of the crop has been plowed up and will be planted to other crops. Only 75 per cent of the entire crop of corn was planted June 1, while in a normal season all the corn is planted by that date. On account of poor germination some of the corn already planted will be planted over. On June 1 last year 82 per cent of the entire crop was planted but the overflow from the Mississippi and Missouri rivers caused a considerable portion to be replanted, leaving the amount planted to stand practically the same as the amount planted June 1 this year. Last year corn planting was not completed until

about July 1 and a great many fields planted as late as June 22 matured good crops of sound, merchantable corn. The condition this year on June 1 of the entire crop of the state is 70, which is 5 points higher than 1 month ago, but is about 11 points below the 5-year average for this time of the year. The condition on June 1, 1903, was 74, only 4 higher than the present condition. The weather has been too cold and wet generally for oats and the present average condition for the state is only 77, which is 2 points below last month and 4 points below the average condition for the same date last year.—G. B. Ellis, secy. Missouri State Board of Agriculture.

NEBRASKA.

Friend, Neb.—A. C. White is building a 25,000-bu. eltr.

Germantown, Neb.—The Foster Grain Co. is building another eltr.

Elgin, Neb.—The Farmers' Eltr. Co. has purchased a site and will build an eltr.

Omaha, Neb.—The Merriam-Holmquist Co. is said to be considering the building of an eltr.

Omaha, Neb.—J. F. Twamley, Son & Co. contemplate erecting an eltr. of 150,000 bus. capacity.

Bladen, Neb.—The Farmers' Co-operative Shipping Co. is building a 20,000-bu. eltr. at Bladen.

Schuyler, Neb.—The Wells-Hord Grain Co. has recently purchased an improved Hall Distributor for its eltr.

Phillips, Neb.—The Wells-Hord Grain Co. is installing an improved signaling Hall Grain Distributor.

Union, Neb.—W. B. Banning has purchased of the York Foundry & Engine Works an 8x14 Howe Wagon Scale for his eltr.

Humphrey, Neb.—The York Foundry & Engine Works are furnishing Crowell Lumber & Grain Co. an 8x14 Howe Wagon Scale for its eltr.

Nimburg, Butler Co., Neb.—The Twamley-Dawson Grain Co., of Omaha, has let the contract to the Younglove & Boggess Co. for a 15,000-bu. eltr.

Talmage, Neb.—The equipment for the Talmage eltr. of the Baker-Crowell Grain Co. of Kansas City will be furnished by the York Foundry & Engine Works.

Auburn, Neb.—L. L. Coryell is repairing and remodeling his eltr., installing new machinery and feed mill furnished by the York Foundry & Engine Works.

Fullerton, Neb.—The Farmers' Eltr. Co. will erect a 30,000-bu. eltr. at this place. The contract for the equipment, including a 7-h. p. motor, has been placed with the York Foundry & Engine Works.

Omaha, Neb.—The Nebraska-Iowa Grain Co. contemplates the erection of a 700,000-bu. eltr. to be located on the Burlington right-of-way in Nebraska. The eltr. will be used for the transfer and storage of grain which is bot along the line of the Burlington in Nebraska.

Omaha, Neb.—The Worrall Grain Co., formerly at Lincoln, has been incorporated, \$50,000 capital, to do a general grain business, with headquarters at Omaha. Incorporators, Thos. D. Worrall, Chas. T. Peavey, J. W. Thomas and W. H. Ahmanson. Mr. Worrall is pres. of the company and Mr. Peavey vice-pres.

Omaha, Neb.—A. B. Jaquith's corner in May corn has borne the usual fruit. The

corn first tendered to Mr. Jaquith was satisfactory to him, but towards the end of the deal he declared the sellers had been unable to secure contract corn and had influenced the inspection so that No. 3 and even No. 4 corn was being tendered him as contract. On the different appeals he made to the grain committee his contentions were, on the whole, overruled. The committee is composed of Mr. Jaquith, Nathan Merriam, who had corn sold to him, F. S. Cowgill, G. H. Lyons, who is also interested to a small extent, and E. C. Twamley. In all the appeals Mr. Jaquith and Mr. Twamley were opposed in their opinions to the others. On the morning of May 31 Mr. Jaquith obtained an order of court restraining the Union Eltr. Co. and the Omaha Grain Exchange from accepting for his account 165,000 bus. of corn. Late in the day Mr. Jaquith bid up the price of corn from 50 cents, establishing a close of 57 cents. Next day a party of grain dealers headed by N. B. Updike offered to take all the corn for which Mr. Jaquith held May receipts on the basis of the closing price of the Chicago market, but he refused.

NEBRASKA LETTER.

Stella, Neb.—Curtis, Jameson & Son have succeeded J. W. Jameson & Son.

Ulysses, Neb.—Lemmon & Coleman have succeeded Cameron & Lemmon as operators of the eltr.

Alvo, Neb.—The Stroemer Lumber & Grain Co. has bot the eltr. of G. W. Curveya & Son and joined the Nebraska Grain Dealers Assn.

Tecumseh, Neb.—G. W. Wirt has brot suit to dissolve his partnership with R. V. Roach, and pending the decision the mill of the Wirt Mill & Eltr. Co. has been closed.

The extremely wet weather which has prevailed in Nebraska for the past two weeks has been very bad on much of the corn just planted. Reports of rotting of the seed, and in some places washing out of the seed in the eastern, central and southern part of the state, are heard. Winter wheat is looking fine and has not been materially injured by the heavy rains, although there has been more than farmers have wished for.—E. C.

NEW ENGLAND.

BOSTON LETTER.

Malden, Mass.—J. A. Connor & Co. will put in a mill.

The Boston Chamber of Commerce has established grades of No. 1, 2 and 3, macaroni wheat.

New England's maritime interests were well represented at the hearing given by the Merchant Marine Commission at the Boston Chamber of Commerce June 1, on the question of upbuilding the American merchant marine.

The exports of grain from the port of Boston in May were the lightest for years. The situation has become so critical that it is probable the steamship lines will be compelled to withdraw some of their tonnage. Of the 29 steamers sailing from Boston for European ports during May, 21 of them went out without a pound of grain. The other 8 carried out 189,145 bus. of corn, 81,738 bus. of wheat and 6,099 bus. of oats, a total of 276,982 bus. During May last year the steamers sailing from Boston carried 1,147,295 bus. of corn, 796,075 bus. of wheat and 4,143 bus. of oats, a total of 1,947,513 bus. The com-

parisons show a falling off last month of 1,670,531 bus. Local exporters do not look for any improvement before autumn. The exports of grain have also decreased at other ports, but the decrease has not been as pronounced as at Boston.—H. B.

NEW JERSEY.

Newark, N. J.—The Bay State Flour & Grain Co. incorporated, \$50,000 capital. Incorporators, Walter H. Sloane, Chas. T. Neale and others.

NEW YORK.

New York.—The Produce Exchange on June 6 elected H. B. Hebert pres. and Greenville Perrin vice pres.

New York.—The committee of the Produce Exchange to make rules for trading in linseed oil futures held a meeting June 8.

New York.—J. H. Crittenden of the Berger-Crittenden Co., Milwaukee, Wis., has been elected a member of the Produce Exchange.

New York.—Jas. H. Bowne, for many years employed in the weighing department of the Produce Exchange, has resigned and gone with R. A. Yellowlee & Co., grain commission merchants.

Auburn, N. Y.—A protest has been made to the board of fire commissioners by owners of property adjoining the proposed site of the Whiting Eltr. which is to be removed from its present location.

New York, N. Y.—H. B. Day & Co. succeeded Montgomery & Day June 1, the firm having dissolved partnership. Mr. Montgomery retires from business because of ill health and will start in July for an extended trip in Europe. The new company is composed of H. B. Day and W. G. Munn, who has been a member of the Produce Exchange for over 25 years.

Buffalo, N. Y.—An affidavit has been filed by M. P. Ryley, of the Lackawanna Mill & Eltr. Co., that he has been unable to obtain insurance on grain stored in the International Eltr. from any of the insurance companies doing business in New York state; and John M. Bedford, secy. of the Dakota Eltr. Co., has also filed a similar affidavit that he is unable to obtain insurance on the Dakota Eltr.

BUFFALO LETTER.

It was pleasant in these days of union dominance to find that the strike of the eltr. employees was settled by the head of those organizations off hand, just by turning his hand over, so to speak.

J. H. Rodebaugh, one of our most active feed dealers, who returned from a three-months' trip to the Holy Land and Egypt last month, has been resting most of the time since his resumption of business, as there is even yet very little to do in the feed business.

It is reported that D. M. Irwin, who left his grain business in good hands awhile ago and went with his family to Europe, has had sickness to contend with while stopping in southern Italy, which makes his friends considerably anxious about the outcome.

The Corn Exchange is inactive at present; but seems to be having things its way, as the Chamber of Commerce is doing all it can to solve the office problem. It will have a task in trying to shift the present building for a new one, but it is fixing up some of the present offices in great style.

The conflicting reports on the condition of the Kansas wheat trade continue. Dealers in it maintain that they are selling a fairly large amount of it to all sorts of consumers, while the local millers will not say that they have ever had anything to do with it. Somehow it comes this way and it goes somewhere.

M. P. Ryley of the Lackawanna Mill & Eltr. Co. gave all reception to his friends of the Buffalo grain trade June 4 to show his elegant new offices. A neat spread was set forth, a quartette of the young men sang and the occasion was one to be long remembered with pleasure. It is to be hoped that more of these fine offices will be found in the Board of Trade bldg.

Feed is so dull that there is little for the dealers to do but condole with each other because they failed to buy a lot of it sometime ago when it was away down. They did not dream that it would be given such a turn by the shutting off of the lakes. Possibly dull is not quite the word, as the actual demand is in excess of the supply, but that is all on account of the slow running of the flour mills.

So little to do on 'Change these days that grain and feed dealers find the ball game a relief. The winter-wheat trade has not returned and there is a standstill yet in the movement of spring wheat, while the supply of both is a matter of the least possible reckoning. It has gone out of fashion to report any grain in store of account except the 157,000 bushels of rye held by an eastern party, which looks very lonesome on the list.

Taken altogether there is a terrible mix-up of the flour and feed situation. The local millers do not usually buy spring wheat to last longer than to May, as that date is supposed to be safe for bringing in a new supply, but June came this year without a cargo in that the mills could use. It was very tantalizing to see the Canadian wheat come in and none of it even to be borrowed for a season. It ought to be possible to do that on an emergency, but the custom house knows no such practice.—J. C.

Precious little eltr. business has been done so far this season and it is not expected that there will be any recovery of the lost ground, for the amount of grain in sight to move is not great and as the corn is coming in very comfortably by rail there is prospect of the lake trade getting a blow that will last it awhile. So the lake captains may discover that they will not all be wanted after this, even if they do get back into favor again.

Lake men are speculating over the sudden decision of the Soo Line to shut up its Buffalo office, which was done on the first of June, with all appearance of making the step a permanent matter. When the line was established the Buffalo agent was general manager and a great part of the detail work was done here. The line had taken on the Lackawanna Green Bay line also before the strike was declared, so the new move must be an after idea.

NORTH AND SOUTH DAKOTA

Artesian, S. D.—W. Z. Sharp is building an eltr. at Artesian.

Mt. Vernon, S. D.—The Truax & Betts Eltr. Co. is rebuilding its eltr.

Wheelock, N. D.—An eltr. will be built in Wheelock during the summer.

Marion, N. D.—The Sullivan Lumber Co., of Litchville, has applied for an eltr.

site at Marion and will probably build this summer.

Artesian, S. D., May 24.—Small grain is looking good in this vicinity.—W. Z. Sharp.

Parkston, S. D.—The South Dakota Grain Co. has let the contract for an eltr. to L. Buege & Co.

Bisbee, N. D.—The Heising Eltr. Co. is rebuilding its eltr. An 8-h.p. gasoline engine will be installed.

Millbank, S. D.—The Farmers Eltr. Co. will remodel its eltr. and add several bins for oats, barley and flax.

Hillsboro, N. D.—The Minneapolis & Northern Eltr. Co. is overhauling its eltr. and is installing new machinery.

Holmquist, S. D.—The McCaull-Webster Eltr. Co. is building an eltr. to replace the one burned a few months ago.

Mapes, N. D.—The farmers have given up the idea of building an eltr. at Mapes. They disagreed before they could agree.

Worthing, S. D.—The South Dakota Grain Co. has awarded the contract for the construction of its new eltr. to L. Buege & Co.

Waverly, S. D.—The Douglass Eltr. Co. is building an eltr. at Forestville station. Four other eltrs. will be built in So. Dakota.

Pukwana, S. D.—The Spencer Milling Co., of Spencer, Ia., has leased the eltr. of the Reliance Eltr. Co. and has installed an agt.

Westhope, N. D.—The St. Anthony & Dakota Eltr. Co. has bot the eltrs. of the McLaughlin Eltr. Co. at Westhope, Garcke, Brockett and Webster.

Dempster, S. D., May 30.—The outlook is very bright in our locality for a good crop, as grain is growing fine.—L. B. Holley, secy. Grain & Mercantile Co.

J. L. McCaull, who has been investigating the condition of crops reports that wheat in and around Aberdeen is in fine condition and the prospects could hardly be better.

Valley City, N. D.—The Russell-Miller Milling Co. is building a 60,000-bu eltr. in connection with its new 600-barrel mill. The bins of the eltr., it is reported, will be square and of concrete.

Mt. Vernon, S. D.—The Farmers' Eltr. Co. will build a 20,000-bu. eltr. to replace the house burned Apr. 27. A 5-h. p. Fairbanks-Morse Gasoline Engine, 4-ton dump scales and 60-bus. Fairbanks Hopper Scales will be installed.

Dempster, S. D.—The Grain & Mercantile Co. will build a 25,000-bu. eltr. at Dempster. Bids for furnishing all materials, construction and equipment for the eltr. will be opened June 15, L. B. Holley is secy. of the company.

Mapes, N. D., May 26.—Wheat seeding in this locality is completed. Most of it looks thrifty and strong. The weather since seeding has been ideal and the outlook for a good crop is splendid.—H. C. Kornder, agt. Minneapolis & Northern Eltr. Co.

OHIO.

Delisle, O.—Drew Bros. have succeeded Wm. Drew & Sons.

Vanwert, O.—The McMillen Grain Co. incorporated, \$100,000 capital. Incorporators, J. W. McMillen, D. W. McMillen, R. R. Richison, and others.

Delaware, O.—The Delaware Electric Milling Co. is building a 15,000-bu eltr.

Defiance, O.—Curtland & Co. are attempting to do a scoop shovel business.

Cecil, O.—The Farmers' Grain Co., of Paulding, has bot out the Cecil Grain & Lumber Co.

North Lewisburg, O.—The Dillon Grn. Co. has started its new 17,000-bu eltr. & feed mill just completed by the N. A. Grabill Co.

Marietta, O.—The Cislser Cornfood & Cereal Co. incorporated, \$2,000 capital. Incorporators, R. T. Cislser, J. R. McCleary, C. J. Gardner, A. H. Forbes and B. A. Plumer.

Tipton, O.—The People's Grain Co. is remodeling its eltr. and installing a Constant Chain Conveyor and Feeder. The N. A. Grabill Co. is doing the work.

Toledo, O.—The Raymond P. Lipe Co. incorporated, \$200,000 capital. Incorporators, R. P. Lipe, Hughes McFarland, R. J. McIntosh, W. E. Tompkins and Chester F. Dorr.

Delisle, O., May 25.—The wheat crop is almost a blank; going backward every day; not enough to supply home mills. Corn and oat crop a record breaker and doing fine.—Drew Bros.

Eldorado, O., June 1.—The wheat crop will be very short in this locality. The fields that are left are not heading yet, and it ought to be in good head now to make good wheat. Corn is growing very slowly and farmers report very poor stand, especially of early planting. Weather is cool for corn. Oats look well and will be a good crop, if the wet weather does not cause it to rust.—Chris Lohse.

Leipsic, O.—This town seems to be more sorely afflicted with scoopers than any other station in the state. Gallogly & Firentine seem to have experienced some trouble scooping grain under their own names, hence have adopted The Leipsic Grain & Hay Co. and The Leipsic Brokerage Co. The first company is run by Gallogly and the latter by Firentine. No grain handling facilities are controlled by either; their warehouses consist of such box cars as the carriers are willing to grant them. They are scoopers pure and simple.

Columbus, O.—The problem of getting a grain committee that would serve under the existing conditions has been solved by the directors of the Columbus Board of Trade by the appointment of the following: A. S. Hammond, of the Monypenny-Hammond Co., wholesale grocers; W. C. Brown, of Orr, Brown & Price, wholesale druggists; Geo. W. Kauffman, of Kauffman-Lattimer Co., wholesale druggists; J. J. Schwartz, of Columbus Merchandise Co., wholesale genl. merchandise; J. H. Smith, of Smith Bros. Hardware Co., wholesale hardware. It is not known that any of the Columbus grain dealers, members of the Board of Trade, were consulted in the appointment.

Remember the annual meeting of the Ohio Grain Dealers Assn. at Put-in-Bay, O. The strictly business sessions will be held June 29 and on the morning of June 30, at the Hotel Victory, leaving the evenings and the afternoon of June 30 for pleasure. Those attending will go on June 28, arriving at Put-in-Bay about 6 p. m., and return on morning boats of July 1. Each affiliated assn. will thru some able member present a short paper on a live subject and the officers of the assn.

intend that the members shall give their views on each subject presented. Talk and thought are the only coins that will be accepted for a seat in the meeting. Come ready to take part in the discussions. A handsome trophy is to be offered for the competition of the locals, to be awarded to the assn. having in attendance at the meeting the greatest percentage of its membership. The ladies are invited, and the presence of many of the fair ones is assured.

Toledo, O.—Grain receipts at Toledo during May amounted to 339,000 bus. of wheat, 469,400 bus. of corn, 233,700 bus. of oats, 3,000 bus. of barley and 5,000 bus. of rye; compared with 195,800 bus. of wheat, 1,069,000 bus. of corn, 229,350 bus. of oats, 300 bus. of barley and 11,793 bus. of rye during May, 1903, as reported by A. Gassaway, secy. Toledo Produce Exchange. Shipments during May were, 348,442 bus. of wheat, 316,435 bus. of corn, 516,925 bus. of oats, 3,000 bus. of barley and 4,568 bus. of rye; compared with 425,527 bus. of wheat, 889,980 bus. of corn, 157,790 bus. of oats, 5,085 bus. of barley and 11,884 bus. of rye for May last year.

The annual meeting of the Miami Valley & Western Ohio Grain Dealers Assn. will be held at the Philips house, Dayton, O., Wednesday, June 15. The business meeting will be called to order at 9:30 a. m. in the morning of that day and it is the intention to try to conclude the business of the Assn. in a morning session and after dinner to take trolley cars to the National Cash Register Works and spend about two hours in a tour of inspection of their plant which is famous the world over. Special guides will be furnished by the register people to conduct the grain men thru the works and explain their operation. Leaving the cash register plant special cars will be taken for the Soldiers Home, and thence to the Philips house at 7 p. m. At 7:30 the dining rooms of the Philips will be turned over to the Assn. exclusively and an elaborate dinner menu will be served. Members are urged to bring the ladies with them, and the Philips will give the ladies special accommodations. Every one attending will feel amply repaid for the time expended and will go back to business much the better.

Columbus, O.—The Ohio Dept. of Agriculture reports the condition June 1 of wheat, 54 per cent; winter barley, 54; spring barley, 80; rye, 71; oats, 88; clover, 81; timothy, 90. While the wheat is very generally poor and of thin stand, several counties report marked improvement during the month. In some fields the crop does not promise to be worth the cutting. Cool weather has been favorable to the crop. Considering the wheat acreage that has been plowed up, and the fields that will be abandoned, the indications are that the total wheat production for this year will be the lowest in ten years, except the year 1900, when the harvest resulted in only about 10,000,000 bus. The large area of oats is advancing well. The seed went in late, but conditions for growth have been favorable. The last of May found a great area of corn ground not planted. Planting was very generally late. Many fields planted in usual season, had to be re-planted, the seed having rotted in the ground. The occasion for some of the replanting was on account of poor seed. The corn crop is very irregular; some ready to be cultivated; some just making its appearance, and some not yet planted.

TOLEDO LETTER.

Paulding, O.—Baldwin Herzer suffered a stroke of paralysis a few weeks ago.

J. E. Richards has resigned his position with the Miami Maize Co. and accepted the position of secy. of the National Eltr. Co. at Indianapolis.

Otis Beverstock, manager of the Toledo Salvage Co., has resigned his position and James R. Mason has been appointed to succeed him. Mr. Beverstock still retains his interests in the company. To the Journal correspondent last week Mr. Beverstock intimated that his intentions were to go into the insurance business.

The Northwestern Ohio Grain Dealers Assn. held its last meeting under the present organization last Wednesday afternoon in the Toledo Produce Exchange. Less than a dozen members were present. It was decided to get the business of the assn. closed up as soon as possible and consider the present organization disbanded until next fall, when a new organization will be effected by the call of the secy., J. Scott Rice, of Deshler. In reorganizing in the fall only dealers will be taken into the assn. who are under a certain grain rate as pertains to the transportation of grain. During the past year it has been impossible for a number of the members of the assn. to do business under the terms established by the organization, consequently very few held to them.—H. D.

OKLAHOMA

Medford, Okla.—The Home Grain Co. is enlarging its eltr.

Hennessey, Okla.—J. H. Shaw is operating eltrs. at Helena and Goltry.—I.

Covington, Okla.—M. C. McCafferty will install a Hall Grain Distributor.

Ada, I. T.—Clark & Rowell have purchased the grain business of J. J. Dodd.—J. W.

Chandler, Okla.—The Chandler Mill Co. has been chartered with a capital of \$20,000.—J. W.

Perry, Okla.—The Farmers' Co-operative Shipping Co. will build a 10,000-bu. eltr. at Perry.

Piedmont, Okla.—The Farmers' Co-operative Assn. is to buy the eltr. of the Smith Grain Co.

Medford, Okla., June 6.—Wheat here is very good. Harvest will commence about June 15.—E. M. Moss.

Braman, Okla.—Braman Grain Co. incorporated, \$20,000 capital. P. D. Van Cleave, P. H. McElhone, Wm. Orr and others are interested.

Deer Creek, Okla.—The Deer Creek Eltr. Co. will enlarge its eltr. capacity and install new machinery and gasoline engine.

Vinita, I. T.—The Oswego Seed & Grain Co., of Oswego, Kan., has installed a Constant Improved Chain Feeder in its eltr. at Vinita.

Blackwell, Okla.—Vandenburgh Bros. have removed their headquarters to Blackwell from Hunter and will do a wholesale business along with their eltr. business.

Independence, Okla.—The Independence Mill & Eltr. Co. incorporated, \$10,000 capital. Incorporators, J. G. Brinkman, a banker at Great Bend, Kan., and A. and Wm. Hassack, of Independence.

Welch, I. T., May 28.—The outlook for a corn crop in this vicinity is somewhat flattering. The crop has been growing nicely during the past 2 weeks and a good many of the farmers are plowing their corn for the third time. The oat crop promises to be a good one. The acreage is the largest for many years and the prospects are fine.—H. B. Campbell.

PACIFIC COAST.

Spangle, Wash.—The Farmers' Grain & Supply Co. is building a \$10,000 eltr.

Tacoma, Wash.—The Tacoma Warehouse & Eltr. Co. is to be combined with the Sperry Flour Co., and the new company will erect a large mill at Tacoma.

Woodland, Cal.—The Woodland Grain & Milling Co. incorporated to rebuild the flour mill. Capital, \$100,000; incorporators, W. W. Percival, W. P. Craig and others.

Portland, Ore., June 7.—Rains very beneficial, but more needed; fall wheat and barley heading nicely; spring wheat, oats, and barley making good growth.—Gov't. Report.

Walla Walla, Wash.—The Jones-Scott Co. incorporated, \$25,000 capital, to buy and sell grain and operate warehouses. Incorporators, Wm. Jones, J. C. Scott and Harry B. Strong.

PENNSYLVANIA.

Sinking Spring, Pa.—Wm. F. Krick will build a warehouse and mill.

Philadelphia, Pa.—Gill & Fisher, grain exporters of Baltimore, Md., have closed the branch office they have maintained for many years.

Philadelphia, Pa., June 7.—Week favorable for growth, but too wet for farm work; wheat, rye, oats, and grass made vigorous growth; good hay yields anticipated; rye promising; wheat heading well, but short in straw; potatoes and corn backward.—Gov't. Report.

Pittsburg, Pa.—The Pittsburg Grain Trade Assn. elected John B. McBride, an attorney, secy. at the recent meeting and appointed the following committees: Membership, H. G. Morgan, W. Morton and Robert Thorne; finance, W. A. McCaffrey, J. W. Smith and Robert Austin; credit, R. S. McCague, John Floyd and P. Geidel, Jr.

PITTSBURG LETTER.

Rye trade continues quiet, and not much improvement is expected during the remainder of the crop year. Distillers are generally off the market and millers are not using much rye. There is usually a lull at this season of the year, so the quiet is not remarkable.

Again, for the second time in a few weeks has the plant of the Keystone Commercial Co., Pittsburg, been visited by fire, the loss aggregating thousands instead of a few hundreds as on the former occasion. Both buildings and stock suffered damage, and business for a time was hindered.

There is a firmer oat market at present than at the beginning of the month. This was not brought about by any lighter receipts, for arrivals have been fully up to the average, but demand has been stronger with some buyers back again in the market who had dropped out. No. 2 white oats now bring 46½ to 47 cents with little effort.

The Grain Trade Assn. is now down to work, sending reports to the secy., who has tabulated them, and is now ready to furnish information to all members who desire to be so supplied. Each member has furnished the secy. a list of debtors. When any one asks for the condition of the finances of a buyer, he is replied to on a blank which gives the total of such buyer's indebtedness, without furnishing any detail as to who is the creditor. On these points the secy. is sworn to secrecy.

It is a relief, after the oft-repeated statements to the contrary, to be able to say that corn is doing better than it has done for a long time in the matter of quality. Less damp and heated corn is arriving now than formerly, and for this there is thankfulness in the camp of the dealers. There are such consignments still, but there are less of them, and more good corn. Quoted figures are not so high as they were earlier in the month, but there is a fairly firm market both for ear and shelled, and there is no difficulty found in placing consignments of dry, sound corn at top quotations. The other kind, which is either hot or moist, is sold when it arrives for what it will bring, and that is generally an indifferently small price.

The convention of the National Hay Assn. at St. Louis has been attracting considerable attention from dealers in this city, and it looked for a long time as tho there would be a record-breaking attendance. The reason for the falling off is that the Pittsburg Grain & Flour Exchange will hold its annual election during the progress of the St. Louis convention. At these elections it is always the case that the wholesalers and retailers who are members of the exchange try to control matters in the interest of their branch of trade. Membership is equally divided, although the wholesalers control action when they can get their vote out. When it was discovered how many wanted to go to St. Louis a counting of noses followed, and it was found that so many absentees would imperil the election, and many who had intended to go have decided otherwise. A hard fight is expected for the board of directors. Both factions are anxious to have control of this board, and will put forth every effort to win.

During the past two weeks there has been a decided change in the hay situation, and this article has fallen from its proud position, taking a sudden dive from the heights it once held as a strong commodity even when other merchandise was weak and fitful. Prices have gone off two dollars a ton in a few days, and yet there was no absolute necessity for such a decided change. It was the old story of scare, and dealers became frightened when receipts increased, fearing an accumulation of stock. For two weeks arrivals have been much more plentiful than they were for a month previous to that time, but even at the increase they were not beyond the normal requirements of the market. To substantiate this statement it is only necessary to cite the fact that tracks are now clear of stock, and dealers have obtained quotations ruling for all they had to offer. It is true these quotations are lower than those prior to the first of the month, but they have been obtained as asked, and higher figures could have been secured with a determined front. It now looks as though the market would again take a firmer stand, for there is no stock here and little rolling.—H.

SOUTHEAST.

Savannah, Ga.—H. E. Crittenden & Co. have dissolved partnership.—I.

Albany, Ga.—The Albany Grain Co. has engaged in the sale of grain and provisions with Bernard McCaskill as mgr.

Birmingham, Ala.—The Stephenson-Neal Grain Co. incorporated, \$10,000 capital, to do a general grain business. Ben A. Neal, pres.; John J. Stephenson, vice-pres. and general mgr.; L. D. Schwab, secy.

John Hyde, chief of the Bureau of Statistics, in his report issued June 4, states that the area of cotton has increased 9.8 per cent over last year, to 31,730,000 acres. The average condition of the growing crop May 26 was 83 per cent; compared with 74.1 a year ago and a 10-year average of 85.8.

SOUTHWEST.

Shreveport, La.—Parker & Stringfellow have dissolved partnership.—I.

New Orleans, La.—The building occupied by W. S. Matthews & Bros., grain dealers, burned May 29 with all the contents.

Little Rock, Ark.—The Rauch-Darragh Grain Co. incorporated, \$10,000 capital. Incorporators, Alex. J. Rauch, Geo. E. Coffman and F. K. Darragh.

Crowley, La.—Simon, King & Wilder have succeeded Simon & King, grain and feed dealers, and have moved into their new warehouse. The building is 68x120 ft. and has a capacity for 25,000 sacks of rice.

Abbeville, La.—The Planters' Rice Mill Co. has let the contract for the rebuilding of its mill which burned recently. It will cost about \$100,000 and will be equipped with machinery furnished by Barnard & Leas Mfg. Co.

New Orleans, La.—Grain exports from New Orleans during May amounted to 135,552 bus. of wheat and 21,101 bus. of corn; compared with 1,453,829 bus. of wheat, 427,527 bus. of corn and 18,060 bus. of rye during May, 1903, as reported by W. L. Richeson, chief inspector of the New Orleans Board of Trade, Ltd.

New Orleans, La.—The Swaffield-Murphy Commission Co. has succeeded A. G. Swaffield in the general brokerage and commission business, with offices at 304 Board of Trade place. The company is composed of A. G. Swaffield and J. W. Murphy. They are now regular track bidders on the Illinois Central thru their brokers, I. H. French & Co., at Champaign, Ill.

TENNESSEE

Petersburg, Tenn.—A flour mill costing \$15,000 is to be erected by F. F. Woods and others.

Shippers along the Elk River will endeavor to have the river opened to navigation by the government at a cost of \$880,000, as far as Fayetteville, Tenn. Freight rates in this section are said to be exorbitantly high.

Nashville, Tenn., June 6.—Receipts for May have been 1,221 cars grain and 615 cars hay, an increase over April of 637 cars grain and 89 cars hay. Business is good. Have had good rains the past 10 days.—Geo. W. Hill & Co.

The grain dealers at several middle Tennessee towns have been worried by scoop-shovelers who are said to be en-

couraged by a firm at Columbia, Tenn. The corn mill at Columbia also is alleged to be favored by the N., C. & St. L. R. R. giving it a lower rate.

Chattanooga, Tenn.—An assn. was organized May 28 at Chattanooga by millers representing all the states south of the Ohio river and east of the Mississippi. The object of the organization is mutual benefit, to secure uniform packages, etc. The officers are: J. Allen Smith, Knoxville, pres.; S. C. Campbell, Chattanooga, vice-pres.; W. H. Donalds, Nashville, secy.

Nashville, Tenn.—The Nashville Grain Exchange has outgrown its quarters, which it has occupied since its organization a year ago, and has secured an adjoining room, removed the partition, and thrown the 2 rooms into 1. A board for local quotations will be installed soon and private wires will be run into the building.

Nashville, Tenn.—The Tri-State Milling Co. has increased its capital to \$50,000 and will build a 500-barrel mill adjoining its warehouse. This company is composed of Schultz, Baujan & Co., of Beardstown, Ill., the Corydon Milling Co., of Corydon, Ind., and the Sandifer Mills, of Henderson, Ky. A. P. Youngblood is mgr. of the company.

Nashville, Tenn.—The Grain Exchange intends building a home of its own before long. It has done wonders for the dealers of Nashville and has produced a great increase in business. It has brot dealers from the northwest, who have become members of the assn., and it has caused the recognition of Nashville as a grain market. New eltrs. have already been built and others are planned.—W. R. Cornelius, secy.

Memphis, Tenn.—The dealers of Memphis have been agitating for some time the question of organizing a southeastern grain association and regulating the business done in that section. The main object of this association will be to force payment of drafts on the first presentation and also force any buyer in the Southeast to arbitrate any difference that they may have with a shipper rather than just lie flat down on the contract and let the shipper suffer for unjust losses. With these objects in view there will be a meeting held in St. Louis on June 21st to discuss this organization. Invitations have been sent to all of the Missouri River and Ohio River and Central Southern shippers, and they are accepting this invitation almost to a man. About 100 shippers are expected to attend.

TEXAS.

Plano, Tex.—Hughston Bros. have succeeded J. F. Dickerson & Co.

Port Lavaca, Tex.—Eagan Wilson will build a grain and feed store.

Mississippi is said to have withdrawn all restrictions against Texas oats.

Wichita Falls, Tex.—The Jas. C. Hunt Grain Co. has succeeded Hunt Bros.

Waxahachie, Tex.—The Waxahachie Grain Co. has succeeded the Sleeper Grain Co.

Houston, Tex.—The Mercantile Grain Co. has succeeded the Weeks Brokerage Co.

Houston, Tex.—R. W. Weir has been appointed temporary receiver of the T. H. Thompson Milling Co., with bonds at \$25,000.

McKinney, Tex.—Hill & Webb will build a 50,000-bu. eltr. and a 4,000-bu. corn warehouse.

Bonham, Tex.—The Bonham Mill & Eltr. Co. has increased its capital from \$25,000 to \$50,000.

San Angelo, Tex.—A building is being erected for J. D. Rawls to be occupied by his grain and hide business.

Justin, Tex.—The Citizens' Mill & Eltr. Co. has been organized with \$30,000 capital. The following officers have been elected: W. H. Pennington, pres.; W. E. Smoot, vice-pres.; S. W. Barrett, secy.; A. Holloway, treas.

Texas oats sacked may be shipped thru Louisiana if in closed box cars. No transfer of Texas oats will be permitted in Louisiana, except in New Orleans, and this only on shipments destined for points beyond the state boundary.

Galveston, Tex., June 7.—Good to heavy rainfall over nearly entire State last of week; cotton continues rapid growth, fields generally well cultivated; early cotton has boll weevils, increasing rapidly and doing considerable damage in a number of southwestern and south-central counties; corn very good; harvesting wheat and oats continues.—Gov't. Report.

New members who have recently joined the Texas Grain Dealers Assn. are: Cooper Bros., Riovista; Prosper Mill & Eltr. Co., Prosper; Farmersville Grain Co., Farmersville; W. J. Jarvis, Hubbard; J. F. Ervine & Co., Houston; Allen, Curry Lumber Co., Marlin; B. B. Guthrie, Hillsboro; O. B. Garrison, Ryan, I. T.; G. W. Harper, Rice, Tex.

Galveston, Tex.—Grain exports from Galveston during May amounted to 278,400 bus. of wheat and 8,660 bus. of corn; compared with 1,347,720 bus. of wheat and 65,336 bus. of corn during May, 1903, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade. Exports from Sept. 1, 1903, to June 1 were 11,092,771 bus. of wheat and 3,406,373 bus. of corn; compared with 10,988,296 bus. of wheat and 4,405,351 bus. of corn during the corresponding period of the preceding crop year.

The Arbitration Committee has done a splendid work and has come to be recognized as an important factor in maintaining our organization and in keeping our members from patronizing the Bar. The lawyers are doubtless a noble set of men, and, like the poor, will probably be always with us, but we are under no obligations, either human or divine, to contribute to their support. The ideal condition would present no disputes and consequently do away with the necessity for the Arb. Com.—W. H. Wingo, Wills Point.

The sworn-weigher idea is to, at some time, place some employee under oath ever afterwards to read the scale-beam correctly, and to the best of his knowledge and belief. But this perennial sworn-weigher accords no remedy. Nor is remedy offered in transit track-scale weights, for reasons too obvious to dwell upon. I know of none until the business in this state shall have been revolutionized by the centralization of elevators in the larger cities of the Texas grain belt. That time seems to be rapidly drawing near. When it comes, it will be easy for the trade in this state to adjust itself along the well-defined lines of the trade in Kansas City. Then will our inspec-

tion and weighing be made "orthodox", even if the service be not efficient.—W. W. Andrews, Ft. Worth.

TEXAS LETTER.

The Texas Millers Assn. met at New Braunfels June 7.

San Antonio, Tex.—The American Rice Cereal Co. incorporated; \$5,000,000 capital.

Goldthwaite, Tex.—Hansbrow & Price have sold their mill to the Star Roller Mill.

The first car of the new wheat was received in Dallas June 1. The car graded No. 2 and was sold for 85 cents. This car was shipped from Barry, Tex., south about 100 miles.

Grain dealers and millers are discussing the matter of grading wheat. The millers grade No. 2 at 59 pounds and lower grades on lighter weights with a descending scale of prices for the lighter grades. The dealers state that the price paid for wheat that weighs over 59 pounds should be higher to correspond with the descending scale and state that should they ship a car weighing 61 pounds and another weighing 57 pounds they should receive an average price of 59 pounds, but as a matter of fact that millers accept the 61-pound wheat, paying on the basis of No. 2 and on the 57-pound pay a lower price, where the dealer could by mixing the two cars obtain a flat No. 2 grade all around and not allow the millers to get the best of the trade by from \$40 to \$60 per car.

Dealers state that the wheat will average well in weight and quality this year. Harvesting is general over the state and in some portions threshing is well under way, and in a short time the wheat crop will be moving lively. The rains of the past two or three days are delaying the harvest to some extent, and while they have been very heavy so far, no reports have come in of any material damage to the crop in the fields, and the rain will be of great advantage to the corn crop, which had commenced to feel the need of rain. The small grain crop promises to be larger than was anticipated, and Mr. Saigling, of McKinney, who has been connected with milling and grain for a number of years, states that in Collin county a large number of fields will run 30 bus. of wheat to the acre. The corn crop is in fine shape and is very well advanced. Farmers are now putting roasting ears on the market very freely. The first crop of hay is a fairly heavy one.—J. W.

WISCONSIN.

Milwaukee, Wis.—Wm. Gerlach & Co.'s malt house was damaged to the extent of \$75,000 by fire June 7.

Superior, Wis.—Wm. Schuster, a Russian, has been arrested for stealing grain and feed from cars on the Great Northern road.

Manitowoc, Wis.—The Manitowoc Malting Co. is building a 36,000-bu. eltr. at Valders. A 10-h. p. gasoline engine will be installed.

Superior, Wis.—Frank Beyer, an employe at the Globe Eltr., underwent an operation recently for appendicitis, but is recovering rapidly.

So. Kaukauna, Wis.—A. L. Wirtz, proprietor of the So. Kaukauna Grain Co., is installing a new 35-h. p. engine, a

feed mill, with capacity for 1 ton an hour, and is also building a brick and iron engine room.

Superior, Wis.—McCabe Bros., of Duluth, have bot the old cleaning eltr. of the Amenla & Sharon Land Co. The house will be enlarged and equipped with new machinery.

MILWAUKEE LETTER.

According to Eastern shippers here, the lowering of the all-rail rates on grain and grain products to the lake and rail basis will have little effect upon the local situation, owing to the limited demand from the middle and seaboard states. There is likely to be no permanent improvement until the tie-up on the lakes is settled.

The steamer Frank V. Vance, owned by David Vance & Co., has left port with 108,000 bus. of barley for Buffalo, under the command of a non-union captain from Algonac. Local members of the Carriers' Assn. claim that the strike has been broken, but at the lodge of the masters and pilots it was stated that the fight would be continued.

The blocking of the main corridor, in part, by an unsightly telegraph booth has not yet been done away with, but it probably will be by the time delegates to the national convention arrive, as preparations are being made to put the building in "company" dress, and nothing likely to create a bad impression will be suffered to remain. It would be a good thing if some "event" should be pulled off here every year.

The Berger-Crittenden Co., after having a cargo of grain delayed for 2 months on account of the tie-up in lake traffic, finally succeeded in getting the vessel released as the result of a conference between its owners and the representatives of the masters and pilots' union. This action was taken to avoid suit for damages, which was threatened in case of further delay, and suggests that a similar course might have been followed to advantage earlier in the season had shippers generally been equally energetic.

Favorable prices obtainable for yellow corn, as compared with those bid at competing points, have again been the leading feature of the sample market, unless one takes the continued active demand for barley of all descriptions as an abnormal condition for this season of the year. Wheat, oats, flax and field seeds also hold their own, rye being the only grain that is inclined to drag. With the final setting of warm weather, however, the demand is liable to drop off so sharply as to cause considerable loss to dealers who have consignments in transit, and it will be well to get everything forward with as little delay as possible.

Talk of the absorption of the Wis. Cen. R'y by the Milwaukee road has been revived here, and certain recent events give color to the report. It is claimed that the Central succeeded in capturing the bulk of the flour shipments, as well as of grain billed through to the seaboard, last year, and its principal competitor would undoubtedly like to "mutualize" interests, if it can be done in the manner usual to that road. It would be a good thing for the grain trade of the state, as the C. M. & St. P. R'y has a way of developing the country through which its lines pass and encouraging buyers to locate on them. For some reason there are very few

grain dealers on the Central, even in the richest farming sections. They all go over to the other roads and crowd each other there.

A resolution has been introduced in the common council instructing the city clerk to write to various railroads of the country that might be induced to enter Milwaukee, inviting them to do so and offering every assistance at the city's command. It hardly seems likely that this plan will be carried out, in view of the determined opposition of certain aldermen, but it serves as an indication of the increasing agitation which is being conducted here for the purpose of securing additional in- and outlets for the city's trade, both to the east and west. The project of a belt line controlled by the municipality has also been revived, and the influence of the mayor is said to be behind it. If any of these plans are carried out, or if the Milwaukee & Southern R. R. is admitted on condition that it allow other roads to come in over its tracks, it will open this market to shippers on a number of lines such as the Great Western and Illinois Central, who now find great difficulty in reaching it.—I.

The members of the committee that investigated the case of Herman Reel, viz.: Geo. H. D. Johnson, E. H. Dadmun and E. J. Furlong, are very indignant at the aspersions cast upon them in a letter which he published, and at their request Sec'y Langson has now made public the full text of the committee's report, from which the following is taken: "The losses resulting from the transactions were admitted by Mr. Reel, who stated that if able he would settle them. He claimed that the answer of his attorneys (setting up the defense that the trades were gambling transactions), was made on account of a belief that the transactions, or some of them, were not properly executed, but were so-called "bucket-shop" transactions, though he admitted that losses would have resulted from properly executing them, and that the amount of such losses would exceed the amount claimed by the plaintiff if the transactions had been closed at the time the defendant was notified of such closing, instead of at a previous time, as alleged by the plaintiff. The defendant stated that the plaintiff notified him personally that the trades were closed about a week prior to such notice, but such notice was accepted by the defendant on account of lack of funds to protect such transactions." The committee also states that Reel wished to resign; if it was decided to make a report adverse to him, but that the members held they had no right to give notice of their action in advance.—I.

During the past few years the Nebraska Experiment Station has investigated the loss of cattle from eating green sorghum and Kafir corn. The prediction of the veterinarian that a chemical poison would be found has been fully verified. While the work was in progress, two English investigators discovered that prussic acid can be obtained from the Egyptian great millet. A little later, and entirely independently, the Nebraska investigators discovered that prussic acid can be obtained from our common sorghum and Kafir corn. The poison is always present in at least minute traces, but becomes dangerous only when the plant is arrested by dry weather at certain stages of its growth.

Mid-Summer Meeting of INDIANA GRAIN DEALERS

A joint meeting of the Indiana Grain Dealers Ass'n and the Indiana Millers Assn. was held at Indianapolis, June 1-2. The first session of the meeting was held in the Board of Trade Bldg., and was presided over by Pres. A. E. Reynolds, who delivered an address, followed by remarks by H. A. Martin, Pres. Indiana Millers Assn.

The address of welcome on behalf of the local grain and mill men was delivered by C. C. Perry, Pres. of the Board of Trade. J. W. McCord made an eloquent response, in behalf of the grain dealers, and J. A. Wellington responded for the millers.

Pres. Grimes of the National Assn., being present, was invited to speak. He urged all the dealers to attend the annual meeting at Milwaukee June 22-23-24.

Miss Anna Webb of Summitville, Ind., the only lady miller in the Assn., was in attendance and upon recommendation of Pres. Reynolds was made an honorary member of the Indiana Grain Dealers Assn.

Chas. S. Bash, who was on the program for an address on Transportation and Legislation, not being present, Jno. B. Daish of Washington, D. C., spoke as follows:

Transportation Problems.

In the matter of transportation today there are several important topics. One is the question of embargo. Only last week anthracite coal was embargoed off of the Pennsylvania road from the fields of Pennsylvania, and without any cause for it, but simply for the reason that the Pennsylvania Railroad did not have cars to put on the Lehigh Valley tracks and the Lehigh Valley would not let cars go to Washington.

Another thing in this matter of transportation is the uniform bill of lading. I presume this assn. has been asked by the Illinois Manufacturers Assn., to send a delegate to the conference to be held sometime in the near future. You will be required to sign after the 1st of October, if the bill is put into effect, conditions to the bill of lading which limit the common law liability of the carrier. The Supreme Court of the U. S., decided just before Christmas, that where a car of cotton was burned and the common law liability of the carrier was waived by signing the bill of lading the owner of the cotton could not recover for his loss. The shipper of the cotton was misled.

Another thing before the public today is the per diem charge for cars. A Big Four car arrives on the B. & O. road. For the first 20 days it is charged 30 cents per day. After that the car becomes a penalty car and the charge is \$1 a day. The consequence is that sometimes you find a car does not arrive at destination for three or four months perhaps.

Another before the American people today is the manner in which a car shall be loaded. This may sooner or later affect some of the so-called scoop-shovel men. Several cases bearing on this point have been brought to the courts. In one of them, against the Choctaw and Oklahoma, the case was decided against the plaintiff. They would not let him load his coal into the car because he had to load it by wagon. The railroad said we cannot haul your coal if you load it by wagon, and the court said the railroad was right. The court decided that the railroads were owned by certain people and they had a right to say whether or not he should haul by wagon. It went further and said the railroads could not be compelled to haul from a tippie if you built the tippie. Another thing is the power of the Interstate Commerce Commission to fix and establish rates, the power which was granted to them and used by them prior to the C. & O., and the T. P. decision in 1887.

Another thing which I wish to call your attention to is the matter of reciprocal demurrage. I am fairly familiar with the fact that this is a wide-awake subject in this state and not only in this state but in other states. First let us see who is responsible for the shortage of cars. I want to burden you with a few figures. Go back to your experience in '96 and '97 when you had the cars you wanted. Those of you who recall that year will, I think, agree that the car supply was fairly good, certainly a great deal better than it is today. Compare the statistics of '97 with those of 1902, which are the last available. The number of railroad miles in operation in '97 was 183,919, in 1902 it was 202,471, an increase in railway mileage of a little over 10 per cent. In the good old days of '97, the tons carried in an average freight train was 204, in 1902, by means of better engines, change of cars, taking out of curves, etc., an engine carried 296 tons, so that you have an increase in that respect of 45 per cent. In 1896 there were available and in use 1,297,480 freight cars. In 1902 there was 1,640,185 freight cars, an increase of 27 per cent. The ordinary haul in 1896 was 128 miles. An average haul in 1902 was 131 miles, an increase of 2 per cent. The engines in use in 1897 were 35,986; in 1902 41,225. Now we come to the most important of all, namely the number of tons carried in the United States. In 1897 the total tonnage of the U. S., was 741,705,946, in 1902 it was 1,200,315,787, an increase in freight tonnage of 61 per cent.

You have an increase in tonnage of 61 per cent. You can readily see that that would mean your cars, your locomotive power, both in numbers and in their capacity, should increase 61 per cent. The volume of increase of 61 per cent in tonnage, the distance of your miles in operation, has increased 10 per cent, the average tons in a train 45 per cent, cars in use 27 per cent, tons carried per freight locomotive 38 per cent, the average distance haul 2 per cent. The number of engines has increased 15 per cent, so that the difficulty is with the car supply, lack of equipment of all kinds. And further than this if you will go to any of the large cities you will see that in the last six or seven years there has been scarcely any increase in the terminal facilities. Go to the distributing points and you will find cars delayed there three or four weeks or longer. The difficulty with the car situation today is that we have an increase of 61 per cent in tonnage and other elements entering into it have not kept pace with that increase. If we do not get cars, then what do we want?

It would not look right for me to stand up here and make a contract with one of you gentlemen and say you shall do a certain thing and I do nothing in return. If you fail to unload a car within a specified time you pay a dollar a day, not only you but 2-3 of the shippers of the United States, pay it to the Car Service Assn., which was established in 1898 and covers practically 2-3 of the U. S. Now it seems wrong not to have this arrangement mutual. It seems that if you must pay for the detention of a car from the railroad company the railroad ought to pay you for withholding the car from you. The most comprehensive statute on this subject is the statute of the State of Virginia. If Mr. Smith wants a car and orders it of the railroad company the car must be forthcoming within four days or the railroad pays the penalty. Detention beyond the four days from the time the order specifies the car is wanted makes it a penalty car and the railroad has to pay a penalty of \$1 a day. The railroad company must also show a bill of lading for goods with certain exceptions. Then when the car gets to destination it must be properly and promptly placed on a side-track or other designated place for unloading. The carrier must give notice to the consignee within a specified time of the arrival of the car and the consignee must unload within a specified time.

Get back to the principles of the common law which require the carrier shall have a reasonable amount of equipment, move the product at a reasonable rate of speed, furnish equipment in a reasonable length of time and that you the consignee or you the consignor should load or un-

load within a reasonable time. Unfortunately in a great many states and even in the U. S., we have gotten far from the principles of the common law in that respect.

From information I am able to obtain regarding the situation in this state there certainly are some charges which are unjust and extortionate. What you want in this state is a governing power over the railroad that skirt and cross this beautiful state. Stir up public sentiment all over the state, with a view of attaining this end. What has been done in Virginia? Texas, Alabama, Mississippi, Louisiana can be done in Indiana. Get a railroad commission of three or four capable gentlemen who have been schooled thru railroad channels. Get a lawyer if you can get a good one. Pay these men a salary such as they can abide by. Give to them the power of the regulation of rates of transportation of all commodities and passengers. Then give them the power to fix rules pertaining to the supply of cars. I do not think that you should say a man should have cars within 24 hours or 48 hours if you ask for them. You cannot demand that. It is not right that you should. But you can say, you have the right to say, to demand, that I want my pro rata share of cars and I am going to have them. The law gives you the right now but you will be older and more gray haired than any man in this room if you try to get it thru the common law of Indiana or the Interstate Commerce Commission. You cannot ask the earth and expect to get it. You can ask to be treated as well as your neighbor and if you give the power to the railroad commission they will see that your rights are protected. You cannot do it yourself. There is no use of thinking of going into court to recover \$1, or \$5, or \$50.

Pres. Reynolds introduced L. A. Clark of Muncie, who delivered an address.

The meeting then adjourned.

Wednesday Afternoon.

The Wednesday afternoon session was presided over by Pres. Martin of the Millers' Assn., who made an introductory address. J. C. Hite of Peru spoke on behalf of the millers, and A. F. Files in responding for the grain dealers read a paper, from which we take the following:

Relation of Grain Dealer to Miller.

Did it ever occur to you that the first real trouble on record between man and man, was caused by musty wheat? Prefatory to what I am able to say as to the "Relation of the Grain Dealer to the Miller," and leading up to the text, I will relate the story.

Way back in the beginning there was only one man, with one wife, and no millinery stores, nor dry goods emporia. With his eye he encompassed the horizon. All he saw was his. When he hungered there was the banana, the orange, the persimmon at his hand for the plucking; the gamey black bass was his, likewise the clam and the oyster cocktail. Did he desire meat, behold the Devil had not yet taken his abode in the swine, and he might eat pork chops without defilement; beefsteak, yet young and tender, and not in its present rubber-bootleg stage of degeneracy, was at his call without his first becoming a mendicant at the shrine of Armour. Would he drink, rivers of water flowed through evergreen pastures, abounding in goats and kine, and his thirst was assuaged with lacteal aqueous fluid, as he wished. Happy, indeed, this first man; Thomas Jefferson of primitive Democracy; Original P. T. Barnum; in one, Pope, Priest, Penitent. All the world was in submission to him. To use a latter day phrase, he was "boss of the whole ranch." Everything was subject to his command. Eternally, Eternally, Leviathan came when he whistled, not disturbed they the lamb, nor the rabbit, nor the guinea. The mule had not yet learned to kick; there was no German Band in the town; hot corn was unknown. Even in his own family there was peace. Eve, to whom, in his diary as translated by Mark Twain, he refers as the "new animal with the long hair," gave him a little trouble, but only enough for diversion. His whole realm was his house. There were no stove pipes, no gas bills, no cleaning of carpets.

We could hope such a happy state of affairs might have continued forever, but it

was not to be. Over-indulgence in anything is bad. Kentucky whiskey has its snakes. Plurality of wives—well, ask Senator Smoot. We can imagine a grain dealer becoming so opulent as to want to go to Congress. Eden had its serpent, which was most subtle of all things created. He worked on Eve's curiosity until she tasted the forbidden fruit, and inveigled Adam into the same sin. Then the deuce was to pay. Their eyes were opened. They were ashamed. Eve dodged behind a bush and plaited some fig leaves for a garment. Ditto Adam. Then came all sorts of trouble; the ice man; the milliner; the tailor; in due time Cain and Abel; roller skates; football; keno; polo; high, low, jack and the game.

But the real disturbance began when Cain and Abel became of age and went out to hustle for themselves. Cain was a farmer, and Abel a stock raiser. Nothing conflicting in their respective employments, there should have been no differences between them. Cain could have taken all the country between Gihon and Hiddekel; Abel might have located between Pison and Euphrates. No need of trouble over line fences, or ditches, or anything of the sort. Plenty of room for both, and each should have been happy in the other's well-doing. But there came a bad season. Rain fell all during harvest and threshing, and Cain's wheat spoiled on his hands; got hot, and musty; full of sprouts, and generated weevil; wasn't worth over 30c for chicken feed.

On the other hand, Abel had had a good year for lambs, and the increase of his flock was much, so that when the brothers went up to Market he was loaded with a nice selection of Merinos, and Southdowns, all prime and healthy stock. Cain was up against a harder proposition, but with a cunning akin to instinct, he put the bad wheat at the bottom of the load, accidentally threw in some gravel to make the weight good, and topped it off with some last year's wheat that he had on hand. Of course it wouldn't work. Culver jabbed with a trier down to the bottom of the load and pulled out wheat be-whiskered, wheat musty, weevily wheat, gravel and dirt.

Abel got the blessing and Cain got mad. That night he took Abel out to see the town, and came back alone in the morning. When asked about Abel, he looked surprised and said, "Am I my brother's keeper?" And the Lord was exceedingly wroth, and he cursed Cain, and branded him, and kicked him out of the country, even away down the Illinois Central into Egypt. And Cain went on bad to worse until he looked like the fellow at the end of the non-association route in Mr. Riley's landscape.

Gentlemen, in Cain's answer, you have my text. "Am I my brother's keeper?"

We can hardly imagine a condition under which the answer should not be "Yes." Certainly no relation between the grain dealer and the miller could arise to demand other than an affirmative reply. The day is long since past when men fly at each other because of differences of opinion. Religion may have its Confucianism, its Buddhism, its Mohammedanism, its Christianity, but beyond all these, and gradually becoming so bright in its lustre as to obscure the isms, is the Golden Rule of Life—"Do thou unto thy neighbor, as thou wouldst he should do unto thee."

Of course there are many perversions of the rule. Even now, men are known to "stove pipe" clover seed; throw a few dornicks into a load of corn; judiciously, or injudiciously, to mix No. 3 wheat with No. 2, before shipping to the miller; or possibly mix corn and wheat flour together to be able to undersell a neighbor. Such cases, however, are becoming rare. Men find that it pays to be decent—pays financially; pays an hundred fold in mental satisfaction. The Good Samaritan cared for his wounded brother, though a stranger, and ever since has been held up as an example of right doing. A Bishop spoke kindly to Jean Valjean, and transformed a burglar into a benefactor of mankind. The cheerful "good morning"; the hearty hand shake; the tender word of sympathy in trouble; the glad congratulation in success—all these bring men together more closely, and make life a sunshiny, happy day, worth living for. Contrast such a condition with the cold, cloudy, befogged existence of a selfish man who will not allow himself to have a neighbor. Selfishness! Ah! There is the keynote of all our troubles. Let us look within and behold how heinous is this characteristic of our natures. Keep it well in subjection to the better man in us, and there will be no occasion to ask as to

the "Relation of the Grain Dealer to the Miller."

But what of this relation between grain dealers and millers? We look at the two lines of business and wonder that such a question arises. A large percentage of the grain handled by the elevator man must go through the rolls of the miller before it is ready for consumption. Likewise, the miller must look to the grain dealer for a large portion of his raw material. It would seem that the interests were almost identical. Anything beneficial to the one, should be equally advantageous to the other. If sixty-pound wheat better conserve the miller's interests than fifty-six pound, or fifty-eight, shall we not encourage our country customers in the better care of their crops, by discouraging the production, and marketing of off-grades? On the other hand shall the millers expect us to accomplish this in a day? Have they not considerable work in this direction to look after in their own bailiwick? Can we expect any practical results along this line so long as the great milling institutions, both in this country and abroad, are willing to take the fifty-eight pound No. 2 Red Wheat of the terminal markets as their standard?

But now we have taken a new element into the discussion—the farmer—the producer. Our Golden Rule applies to him, as well. How is he to be affected by the proposition? I answer, that if we are benefited, so, indeed, is he. He will raise more pounds to the acre of good wheat than of wheat and weeds. The price is certain to be better; the flour on his table richer.

On this point, then, the producer, the dealer, and the manufacturer, profit alike. It is a good thing. How, then, shall it be accomplished? Shall we take Cain's plan and kill the miller because he does not agree with us on every point? Shall we sand bag the farmer because he does not jump at our first suggestion of mutual interest? Shall we go off and mope and say, "Hang it all! Let the tail go with the hide," because our first effort meets with a frost? No! No! Let us rather remember the saying of the Latins—"Palma non sine pulvere"—There is no victory without the dust of labor. Keep pushing. Keep planning. If there are differences between us, let us not approach them with our nose pharisaically elevated, in the direction of our neighbor's elevator or mill, saying, Lord, I thank thee that I am not as that skunk over yonder. Let us rather smell around a little and see if there is not a dead rat somewhere about our own premises. Let us always remember that our neighbor is a man and in all probability as honest as we are ourselves.

What progress can be made in settling a difficulty if we, by implication or manner, call him a liar to start with? Take it home to ourselves. What do we think of the customer who must see our scale balanced before he will drive on; who watches the weighing like a hawk, and in a dozen other ways calls us a thief every time he comes to our place of business? Don't we watch his wheat unloading, to see that the bottom of the load is like the top? Are we not relieved when his corn is shelled to know that a rock, or chunk of iron has not broken our sheller? Do we not look closer at his bunch of hogs, if we buy live-stock, to see that none are diseased, nor maimed? If a professed prohibitionist sneaks through the back door of a drug store for a drink, he will swear nine-tenths of the other prohibitionists are doing the same thing.

If we are eternally thinking our neighbor is doing wrong, the chances are we are doing the same things ourselves. If we would be harmonious; if we would be happy and prosperous, then we must be honest, and square. Honest, not only on Sunday, and in the Association meetings, but honest at home and every day, as well. Don't go about with a chip on your shoulder—it often makes one sorry.

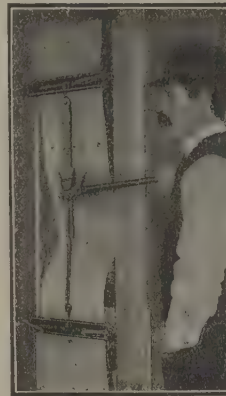
Don't be like the little fellow I met some time ago at an Association meeting. Said he, "I want to be good, but if they go to getting smart, they will find out that I can fight." And this in face of the fact that his competition could have swallowed him whole and not felt half so bad about it as the whale did that swallowed Jonah. Let us have faith in each other. That is the secret of success in any movement intended to improve the "Relation Between the Grain Dealer and the Miller." Meet often in joint session, always remembering that every time we grasp each other's hand we are just that much closer together—that much nearer the goal.

The goal! Ah, the goal. Methinks even now I peer into the future and see a

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Grain Tables for Wagon Loads

Clark's Grain Tables for Wagon Loads are used more extensively by country grain buyers than all other tables combined for finding the number of bushels in any wagon load. It contains nine tables for this purpose and four dockage tables, all printed from heavy faced type, in two colors. Each table gives reductions from 100 to 4,050 lbs., is complete on one page, and is so arranged as to provide an effectual safeguard against errors by inexperienced persons.

The tables show the following reductions: (1) OATS at 32 lbs.; (2) OATS at 33 lbs.; [A table reducing oats to bushels of 36 lbs. will be substituted for the 33 lb. table if desired.] (3) BARLEY, HUNGARIAN GRASS SEED and CORN MEAL at 48 lbs.; (4) SHELLED CORN, RYE and FLAXSEED at 56 lbs.; (5) WHEAT, CLOVER SEED, BEANS, PEAS, and POTATOES at 60 lbs.; (6) EAR CORN at 70 lbs.; (7) EAR CORN at 75 lbs.; (8) EAR CORN at 80 lbs.; (9) TIMOTHY SEED at 45 lbs.

The four dockage tables show the dockage on 60 pound Wheat at 1, 2, 3 and 5 pounds dockage. The tables are bound in strong Manila covers. Price, 50 cents. Address

GRAIN DEALERS COMPANY,
255 La Salle Street. Chicago.

land not unlike that in which we now live, yet different. I hear the voice of the farmer in pleasant hailing to his neighbor; I hear the lowing of the kine in the fields; the neighing of the horses at their work, well groomed and full of life. I see the golden grain waving in the field and on the hillside, awaiting the sickle of the harvester. I hear the hum of the mill, the click of the elevator busy in trade. Everything looks prosperous—there is no sign of decay in the whole panorama. I go with the elevator man to call upon the miller and hear them discuss with the farmer customer crop conditions, prices, and other matters of mutual interest. Harmony pervades. There is no discordant note. "Why?" I ask. "How accomplished?" And am told of a law, old in utterance as the everlasting hills, but new in practical application. "Do thou unto thy Brother as thou wouldst he should do unto thee."

Jno. W. Snyder of Baltimore read the following paper on The Relation of Grain Dealers and Millers of Indiana to the Atlantic Seaboard:

The Relation of the Grain Dealers and Millers of Indiana to the Atlantic Coast.

The State of Indiana, situated in the centre of what is known as the middle west, has in its relation to the Atlantic seaboard some individual features, and a brief reference to its geographical position makes them very plain.

An average point within the boundaries of this State is so remote from the nearest lake ports of the adjoining states that the rail distances thereto equals a considerable portion of the distance from the same average initial point to the nearest seaboard port. It is therefore very apparent that should any obstacle intervene to hinder the free movement of the surplus of your products along the shortest line to a favorable outlet that your business will suffer, and no matter how slight the congestion resulting therefrom, it is a general condition the disadvantages of which are difficult of estimation and for this reason are not fully understood or appreciated.

The advantages enjoyed by the states west and southwest of Indiana in having an outlet to the gulf, which cannot be availed of by you, adds emphasis to your absolute dependence upon the all rail routes to the seaboard, therefore the shortest line and the lowest rate are matters of great concern and worthy of your most earnest efforts to maintain.

Transportation enters more largely into the business in which you are engaged than is the case in most other branches of trade, and the cost of this service bears a larger percentage to the value of the property than any other articles, with but few exceptions. Therefore disadvantages in freight rates, small though they may seem to be, deprive you of the opportunity of doing business, and the lowest rate that can be obtained consistent with justice to the carrier, is a necessity in the handling of your property, and there can be no stronger argument used in your efforts to maintain this equitable advantage than that of distance, and none that can appeal more forcibly to intelligent and independent railroad management.

For the purpose of showing Indiana's relation to the seaboard I give here the shortest workable rail distances from cities in different parts of the state to the four Atlantic ports.

	Balti- more. Miles.	Phila- delphia. Miles.	New York. Miles.	Bos- ton. Miles.
Indianapolis	706	727	817	970
Fort Wayne	701	722	812	880
La Fayette	770	791	881	989
Evansville	821	917	1008	1179

Making an average of these four Indiana cities we find upon this basis that Baltimore is distant therefrom 749 miles, Philadelphia 789 miles, New York 880 miles and Boston 1006 miles. Upon the common sense basis of these relative distances, present differential rates were fixed, and being fair as between shippers, carriers and ports, they should remain upon that equitable adjustment.

If one look at a map showing official classification territory, it is not a difficult matter to judge if one superimposes upon this map the several railway lines. It is an easy matter to determine that the natural outlet is by the pass through the Alleghany Mountains at Harpers Ferry.

The same pass, the advantages of which were pointed out by George Washington a hundred and fifty years ago. The same pass through which the Chesapeake and Ohio Canal was constructed. The same pass through which the National Road was to be and was partially constructed. The same pass through which the Baltimore and Ohio Railroad ran its rails to open to traffic and commerce that portion of our country once denominated the Northwest Territory. The only other natural pass is via that line of railways centering at Buffalo. The pass across the Alleghanies reached via the Pittsburgh gateway is hardly a natural pass. The pass through Southwestern Virginia is not a gateway for the products either agricultural or manufactured for the State of Indiana. These lines of transportation, original pathways, have become great highways through which moves annually millions of tons of commodities from Indiana and the adjacent states.

Your State is crossed, hemmed and skirted by a network of railways and I need not refer in detail to the character of any of these lines. By reason of these lines and the tendency incident to ownership thereof it is natural that they who desire to get the long haul should wish to put your products through the long mileage via Buffalo. As an elaboration of this, the distance from your City via shortest rail line to Baltimore is 706 miles, while the distance to New York via Buffalo shortest rail line is 985 miles.

You are doubtless how chiefly in securing the lowest possible rate to the seaboard. While I appreciate, it may be said, that the amount of the rate is immaterial if the relative rate is just, I desire to call your attention to the fact that the lower the rate you have upon your commodities, while it may not directly affect you, it does affect the agricultural population of this State and in their prosperity you naturally share. Your present rate to the seaboard is based upon a differential accorded Philadelphia, Baltimore, Norfolk and Newport News by the New York-Boston rate. If this differential be wiped out you must be relatively at a disadvantage because you would be thrown into sharp competition with the commodities raised in Iowa and Nebraska which now go by rail to Chicago, thence by water to Buffalo, thence by rail to New York and Boston, and to Europe through these ports.

It appears to be conceded by all parties that free and untrammelled competition should be the basis, or least one of the bases, whereon to judge concerning this matter of freight rates. In the cycle of transportation free and untrammelled competition produce rate wars which benefit no one. It is advisable, therefore, that the rate should be so made that as between several ports it shall represent a fair relationship when all the elements have been taken into consideration. It has been recently shown and doubtless all of you are familiar with the fact that grain via Buffalo is apportioned among the several Buffalo-New York-Boston routes, that these rates are made by one man without regard to the routes leading to the Southern ports.

In the recent hearing by the Interstate Commerce Commission in New York, in the matter of differential freight rates to the Atlantic ports, an official of one of the northern trunk lines testified that he favored making rates to all Atlantic ports uniform by reducing the New York rate to the lowest rate enjoyed by any Atlantic port. There was no bond given with this assertion, and as it came from a man who had formerly been in the employ of another trunk line, and had worked with great earnestness at the behest of his employers in behalf of the differential rates which he is now endeavoring to abrogate, it is probable that his statements, made for a special purpose, will not be regarded as binding upon his management and should uniform rates to the seaboard ports ever become a fact it is within the range of certainty that uniformity will be accomplished by advancing the lower, rather than reducing the higher rate.

In 1896 when this question of differentials was before the Interstate Commerce Commission the statement was made that it was proposed that the Baltimore rate should be advanced to the New York basis.

If the ports of New York and Boston claim that the Baltimore rate when applied to them is a reasonable rate, also a remunerative rate so far as the carriers are concerned, then it will appear that Baltimore being so much nearer the grain dealers of Indiana that the rate to

the latter port, when the same as to New York and Boston must be unreasonable from the standpoint of the Grain Dealers and Millers of Indiana, because of the shorter distance, and you can of right and with great force demand that reasonableness be considered from the standpoint of the shipper and that the advantages of your proximity to a port on the seaboard shall not be sacrificed in the interests of a more distant one.

Prior to 1882, railroad wars having followed closely upon each other, demoralizing business and involving enormous losses to the transportation lines as well as to those who had invested their money in railroad securities, a general demand came from the commercial, financial and transportation interests that rate wars should cease and that some tribunal should investigate and decide this disputed subject. As a result an agreement was entered into by the trunk lines to submit their differences to a Commission composed of Allen G. Thurman, E. B. Washburn and Thos. M. Cooley. This Commission organized by the selection of Mr. Thurman as Chairman and Thomas C. Moore of Indianapolis as Secretary. At the several hearings the railroads interested were represented. There was also present representatives from a number of the business organizations of the eastern cities and others from many western cities, including the Indianapolis Board of Trade.

The decision of this Commission was an exhaustive statement which carefully considered the foundation of differentials, viz.: distance, cost of service, competition and geographical position, and declared unequivocally in favor of a differential for the shortest distance. This decision has been regarded ever since as a settlement of this question except by comparatively a few interests that opposed the basis of settlement in the very beginning from purely selfish motives.

It would consume too much of your time to repeat here in full this very interesting opinion, but as touching upon your position I will quote one paragraph of it as follows. "As the interior is interested in the subject of differential rates, and as the sharpest competition in freights is encountered there, so its commercial classes are in favorable position to judge of the forces affecting them, it has seemed to us no weak evidence of the justice and necessity of the differentials that the preponderant sentiment in the interior was strong and decided that the differentials were just."

Since this opinion was rendered our country has developed in the most wonderful manner, but with it all, there has come no change in the conditions which required the establishment of freight differentials in 1882. Being founded upon justice and equity, as between individuals and localities, they can never be abrogated while these cardinal principles are respected.

Freight differentials, instead of being a matter of controversy between certain Atlantic ports, are far broader and affect localities to the extreme limit to which the differentials apply, and from a strictly business view point, the shortest line to an outlet is your line, and the port that is most accessible to you, is as much your port for business as it would be if within the boundaries of your own State, therefore it is plain that your interests demand the maintenance of the differential because without it you will be deprived of the freight rate which your nearness to the seaboard entitled you to, and it will figuratively speaking, give you a position farther inland than you now occupy, therefore as a matter of right you must demand recognition for the advantage of your position.

J. A. Wellington introduced the following resolution, which was adopted:

Whereas the Interstate Commerce Commission at the request of the Merchants Exchange of New York and kindred organizations of the several seaboard cities are investigating the questions of differential rates on import and export traffic via the North Atlantic ports, and

Whereas it is essential to the welfare and being of the agricultural mercantile and manufacturing interests of the State of Indiana that different rates to the several Atlantic seaports be maintained, therefore be it

Resolved, by the Indiana Grain Dealers Association and the Indiana Millers Association in joint meeting assembled, that these associations favor the maintenance of the differential rates on import and export traffic to the several Atlantic ports.

Pres. Reynolds: It has been thought best for the grain dealers and millers to appoint a committee to be known as the Resolutions Committee, the scope of the committee being to attend to any differences which may arise between the two assns.

The following committee of grain dealers and millers was appointed: A. F. Files, O. J. Thompson, A. Gardner, T. B. Wilkinson, J. C. Deweese and J. C. Hite.

The following committee on membership was appointed: H. C. Clark, J. S. Hazelrigg, G. W. Moor, A. J. New and W. D. Foresman.

The Committee appointed on arrangements for the National Assn. meeting consisted of the following: P. E. Goodrich, W. W. Alder, J. D. Sale, T. A. Morrison, Bert A. Boyd, E. E. Perry and C. A. McCotter.

Mr. E. E. Perry of the Indiana Millers Insurance Co. spoke as follows:

C. A. McCotter of the Grain Dealers National Mutual Fire Ins. Co. read the following paper:

The Fire Hazard of Elevators.

Regardless of what has been written and said relative to the fire hazards in country elevators, the education of the average grain dealer along those lines has just begun. The failing he has in his dealings with the fire hazard is the one to which humanity in general is addicted, which is a lack of appreciation of where the real danger lies.

"A burned child dreads the fire." It will not carelessly expose itself to the danger from the same source in the future; yet, other dangers will have no terrors until it is "burned" by them. This trait of human nature seems to stick with us from the cradle to the grave. Some wise men put it off on a child, but the chances are even that he was guilty of the act himself. Let a man suffer loss by fire from a known cause, and an insurance company is safe from ever having to pay a loss in the future on that man's property from a like cause. He will safeguard himself in every way imaginable in his attempts to block that entrance against fire, yet he will pay no attention to hazards equally as great that exist and accumulate while he is setting a trap for the known hazard.

We have an account of an elevator that burned a short while ago, owing to the fact that the cob-house wall was frame, and built within six inches of the boiler setting. The brick settings cracked, sparks reached the woodwork, and the property was wholly destroyed. When the elevator was rebuilt, a two course brick wall was laid between the cob-house and the boiler setting. This was a very wise provision indeed, and if the owner had used the same precaution in the entire construction, he would have shown good sense. But no, he never had a fire from any other cause, and he did not deem it necessary to guard against anything else. He put his shelter in an out of the way place where it could not be reached conveniently. He knew that a sheller bearing would heat quicker than any other bearing in the house, but because the sheller had never burned his elevator, he did not consider it a source of danger.

Another elevator was burned from overheated dust in an adjoining dust house. When it was rebuilt the dust house was placed forty feet away. No more fires from the dust house, but a gasoline engine with a flame igniter was put on the main floor. A leaky gasoline engine in a frame attached engine house burned an elevator less than a month ago. It is being replaced with a brick detached engine house, but with a dust house in the main building.

Sparks from a locomotive dropped on an old shingle roof a week ago, but were extinguished with only a small damage. The old roof was torn off the next day and a new one put on, while the owner of the elevator allowed his men to collect the greasy waste along the railroad tracks and store it in a wooden box in his elevator to be used for kindling fires.

Examples could be cited indefinitely, but they are sufficient to establish the point I have made. Now, reasoning from cause to effect, is it not safe to assume that if the cause which has burned one eleva-

tor exists in another, the same effect is likely to be produced? And if the cause which burned one house is eradicated from another, does it not follow that the chance of fire from that cause is also eradicated? This is plain, simple reasoning, and, were it put into practice the loss from fires in country elevators would be materially decreased.

The Company for which I am Secretary makes a specialty of country elevator insurance. The major portion of our work consists of compiling statistics, giving the causes of elevator fires, studying the hazards and determining which should be corrected in order to make a risk safe. Our force of inspectors in the field is going over elevators every work day in the month, and it is our aim to perfect them in the hazards peculiar to country elevators. In this study all elevators look alike, because we maintain that if one elevator can burn from a frame cob wall or a leaky gasoline engine, another can. Yet they report that the most difficult thing with which they have to contend is trying to impress elevator owners with this plain fact.

It is a common saying that elevators burn because the owners want them to burn. We do not deny that even among grain men there is an element of moral hazard; nor that any other property can be burned more easily with less signs for detection than a country elevator. However, we will not admit that country elevators are burned for the insurance money any oftener, no, not as often, as other classes of property. Whether or not this is due to the high grade of men in the business we will not discuss, but when have grain men suffered more than they have during the past two years, while elevator fires have been below normal. We contend that an assignable cause can be given of the majority of elevator fires. An elevator burned in the dead of night. It has not been operated for two or three days. A train has not passed it in five hours. "Burned for the insurance money," is the remark heard. If a post-mortem examination could be made of the property, revealing the conditions as they existed just prior to the fire, it is a safe gamble to wager that a smoldering fire would be found.

It was only last week that one of our inspectors went through an elevator and found corn silks in the dust house so hot that they could not be held in the hand. When the owner's attention was called to the fact he languidly said: "Oh, we will take them out soon." Talk about incendiary fires all you will, but this is a sample of what we find every day in the west.

How many of you insist that your employees make an inspection of the house just before closing time, to ascertain if there are any hot boxes? I venture to say that a roll call would not bring ten to their feet. Now just imagine running a house to its full capacity for ten hours, and combine this with a careless employee who finds one box too high, or another too low to oil properly and leaves it; and you will agree that it is dangerous to leave your property at night without a thorough inspection of every bearing in it. Our inspectors have reported fifty houses where they found bearings heated to a high degree at closing time, and the employee putting on his coat to go home. These are a few of the causes that burn elevators, some of which are blamed on incendiaries and locomotive sparks.

Where you are told that your neighbor's elevator or an elevator a thousand miles away has burned from a certain cause, and that same cause exists in your own house, eradicate it. Don't wait until it burns you and put a brick wall around it the next time. Over in Illinois is a man who has burned out three times during the past ten years. While this Company would not like such a calamity to befall any of you, yet it would like to see its policy-holders take a few of the precautionary measures that this man has taken. He has a steam elevator with a brick engine house; concrete roof and floor; brick stack, and a brick wall between the cob room and the power house. The elevator proper is iron clad, iron roofed, bins covered with iron and iron lined; floors and ceilings covered with iron, iron elevator legs; and in his office there is not a stick of wood except the chairs and desk. This is going to the other extreme, but it only demonstrates the proposition pointed out in the first part of this paper,—that the oftener a man in visited by fire the more careful he will be.

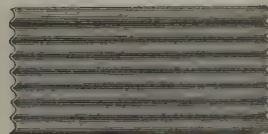
Ninety per cent. of the fires could have been prevented if the right thing had been

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Wednesday Evening Session.

The Wednesday evening session was held in the Assembly Hall of the Claypool Hotel. A number of the dealers were accompanied by ladies and about 200 invitations sent to outsiders helped to swell the attendance.

Pres. Reynolds, after delivering a brief address by way of introduction, presented the Hon. John W. Kern, Pres. of the Commercial Club, who said in part:

John W. Kern's Advice.

The Supreme Court has decided that regulation by the state commissioners is constitutional and valid and so I think that Indiana is a little behind the times, as glorious as she is. I think the time has come when Indiana can move up ahead and protect her citizens, protect her commercial men, protect her farmers, for what promotes the interest of one promotes the interests of the other.

I have here a draft of a bill that it seems was presented to the last legislature, and, according to the minutes, was introduced Feb. 9, 1903. Now, gentlemen, let me say this: If you want to get a bill through the Indiana legislature you must get it in long before the 9th day of February. If you don't get your bill in until the 9th day of February, the chances are that it will be reported favorably just about the time this one was, on the 24th day of February, then it takes its place on the calendar and the session adjourns about the 5th of March. Of course they want to do the best they can for you, but the time is so short.

Gentlemen, let me give you a pointer or two more. The bill you introduce wants to be prepared with more care than any bill that has been presented to the legislature in recent years, because every line and section of the bill will be contested by the very best lawyers the railroads have. If I were you I would have the committee take up all the railroad commission bills, whose validity has been questioned before the Supreme Court, of the different states and of the United States. I would take all the decisions of the Supreme Court of the United States on the subject of railroad commission bills. I would draft a bill that clearly came within the lines laid down. In other words, you have to have it, as the old farmer said, "Hoss high, bull strong and pig tight."

There is another thing you want to look out for. When the bill gets in some fellow will suggest an amendment that perhaps seems to make it a little stronger. The promoters of the bill may say that they don't see any objection to that, while that amendment has probably been handed in by some shrewd railroad lawyer, to get it in there to invalidate the law. A great many arguments will be brought to bear which you will have to meet, because I want to say to you that the railroad companies of Indiana have no thought of permitting this kind of bill to pass.

I see you have fixed the salary of the members of the commission at \$3,000. What I would suggest is that you put on that commission men with the very best ability in the state of Indiana. The very best that money will buy. You provide \$2,000 for a clerk for the secretary and \$3,000 for the men of brains and experience for his services. I want to say to you, gentlemen, you have to raise that salary and it would be the best investment the people of Indiana ever made if you double that salary, even if you lower the salary of the secretary.

I see that the appointment is to be left to the governor, but I am inclined to think, gentlemen, if you leave it to the governor, you will find it is a responsibility not to be desired by the incumbent of the gubernatorial chair. Suppose the governor of Indiana, Governor Durbin, for instance, appointed three men on the board and something goes wrong. The blame, of course, falls primarily upon the members, but very soon it falls on the Governor, because there are about 650,000 people in Indiana who would want to know what in thunder the Governor appointed such men for. It would be much better to have the railroad commissioners elected by the people. There would be more time to study and find out about the men.

I think this bill corresponds very nearly with the laws that have been enacted in other states. I see here that it provides, and properly, that the commissioners, secretary and clerk shall be entitled to receive traveling expenses, etc., but I see

over here a section that has been marked out by some one: "It shall be unlawful for any member of the commission, clerks or employees to receive transportation, reduced rates for transportation, or any gift from a railroad company during his term in office." I would suggest that that ought not to be scratched out. Don't have any man on that commission riding around with railroad passes in his pocket. Let us pay these men so that when they come to deal with these propositions they won't be under obligations to any one.

I would suggest that this bill be gone over very carefully and that it be gone over with reference to all decisions that have been made with a view of getting a bill that is absolutely impregnable. Then if you go to work in earnest, you will have no trouble in getting the members of the legislature to pledge themselves to the support of a bill of this kind. There is no reason why it should not be supported. If you go after these men in the right way they will pledge themselves to support the bill. Then you will have a law that will stand a test before any court in the land and that will bring justice to you.

The Hon. J. Frank Hanly, Republican Candidate for Governor of Indiana, followed. From his address we take the following:

The Next Governor's Convictions.

You have organized the grain dealers of the state, and have organized the millers of the state, so that you are in a position, if you suffer grievances, to have them presented at the time and place where their presentation will count the most. This is a day of organization. It is a day when every interest of the commercial world is organized and you would have no hope of being effective unless you were organized, but I wish to state to you that the very fact that you are organized and in a position to very largely enforce your demands ought to make you conservative, ought to make you thoughtful when you approach the great question of transportation.

You must not forget, on your side, the public interest. You must not forget the fact that the great railways of the state are entitled to the protection of the law and to justice. The question ought not to be approached in selfishness. A consideration ought not to be approached in passion. It ought not to be approached thoughtlessly or carelessly. It deserves the best consideration of the best men in the state of Indiana and whatever legislation you may see fit to ask you ought to be sure that it is based upon fundamental rights and not born of selfishness or greed on your own part; because greed on your part is no more respectful than greed on the part of the railroad company. It is of the same kind. So that if this question is approached with calm, with determination to reach the right, backed up, as your demands will be by organization by influence of men from every section of the state, you will solve the question thoroughly, will do justice to you and justice to the great transportation companies of the state.

I am sure you would not expect me to speak in detail upon this question now. I am sure you would not expect me now to point out in the legislation you propose, defects, or to make suggestions as to detail. You are, however, entitled to know, and all the people of the state are entitled to know, whether I am in sympathy with the principle involved in this proposed legislation, and as to that I am willing that you, that the people of the state and that the transportation companies of the state should know that I am unequivocally in favor of legislation that will look to the correction of the abuses that have grown up in transportation in the state of Indiana. What this legislation shall be in detail, it must be for you and all the people to work out and to solve, and I have no doubt it will be solved correctly. I have great faith in the sober second thought of the people of Indiana and this republic. I have great faith in their ability to solve the difficult problems that are constantly presenting themselves, and when we approach these public questions without passion and without prejudice and without permitting selfish interest to dominate our thought or convictions, we are capable of solving any question that may present itself to us.

The evening session adjourned at the conclusion of Mr. Hanly's address, and many came forward and shook hands with the prospective Governor.

done. At the door of carelessness is laid the blame of fifty per cent. of the fires that occur; but I will not call it carelessness, although a sharp line would have to be drawn between that name and any other by which it may be called. Grain men cannot afford to burn. A fire at any time would mean a serious loss to them, and it is hard to believe that men who, as a class, are as successful as they, and as careful in business as they must be, would allow fire to creep upon them through carelessness. Lack of appreciation of the danger that surrounds them is the better reason to assign for the fire hazard that exists.

Danger loses half its terror through familiarity with it. A railroad man is afraid of the sea and a sailor is afraid of the railroad, yet each in his own vocation sees no particular danger in the position he occupies, merely because he has become familiar with it. But that does not lessen the hazard of either's work. It is the same in regard to fire. A man who has had wood pulleys in the heads or in the boots of his elevator for a number of years, laughs when told they are dangerous. He has become familiar with them. But laugh as he will, it is a fact that they are dangerous and have caused many fires. It is the same with other hazards.

A smokestack too close to the roof will generate sufficient heat to fire the wood. A spark lighting in the grass around an elevator costs our Company \$1,500. Steam pipes in contact with wood-work have caused numerous fires. Spontaneous combustion of wet dust is a danger to fight shy of. Shafting getting out of alignment due to the loading or emptying of the elevator, will often produce a hot box. For this reason a shaft should never rest on the bins. A farmer throwing a lighted cigar in a waste basket caused us to mourn a few months ago. From this we might conclude that it would be safer to keep farmers out of your elevators; but as that would be too radical a measure to adopt, we will have to take our chances on a repetition of this. Mice and matches form a hot combination, but as it is easier to handle the matches than it is to handle the mice, they should always be kept in a tin box out of reach of those pests.

These are a few of the causes that eat up the revenues of fire insurance companies. If these dangers could be impressed more forcibly upon each of you, and all other insurers, than can be done by this paper, insurance men would be made happier by a reduced loss ratio and insurers by a reduced cost. When inspectors visit you, learn where the hazards are surrounding your property and eliminate them.

The property owners of the country pay for all the fire losses, whether occasioned by single fires or conflagrations, unavoidable causes or pure negligence of the owner or others. It may seem discouraging for the individual to try to reduce his insurance cost when his premium is placed in a "jack pot" with everyone else and the fund used to pay losses on all kinds of property from all kinds of causes. But this is not necessary for the careful man who takes advantage of every facility for his business. Today, nearly every class of business has a good mutual insurance company. For years the millers have used their own insurance company, and now the elevator owners are patronizing their own company. There can be no question as to the result, compared with any other system.

While I have criticized the defects so frequently found, I have only partially referred to those insured by the Grain Dealers National Mutual Fire Insurance Company. While we are far from the physical perfection desired in our risks, yet we are demonstrating the argument made. Through the selection and inspection of properties insured, we have had but one fire from interior causes, and that was from the careless throwing of a cigar stub into a waste basket in the office. If we could get the fire loss confined to causes which are beyond the control of the elevator owner, we could make a very low insurance cost. Such a condition will be reached only when every policy-holder uses every precaution, and realizes that a loss is not merely his own, but a burden upon his fellow grain dealer and the future cost of his own insurance.

Wm. E. Smith of the Richardson Scale Co. was given an opportunity to exhibit a model and demonstrate the working of their automatic weighing scale.

Thursday Morning.

The last session of the convention was held in Room 12 of the State House and was presided over by Pres. Reynolds.

Pres. Reynolds: J. W. McCardle will report for the committee on railroad transportation to the National convention.

Mr. McCardle: I have but little to say by way of report. Most of the members of the committee were present at our meeting, but none of the officials that represented the railroads. We are unable to say what the rate to the National Convention will be, but we can assure you that from the general knowledge we have a very satisfactory rate will be made to Milwaukee during the latter part of this month for the grain men who attend the National convention. We have appointed as a special committee C. B. Riley, Mr. McCotter, Mr. Perry and Mr. Boyd.

Now, gentlemen, the National convention meets in Milwaukee the latter part of this month, and, as you well know, we have a candidate for president. It is necessary for every one of you to go to Milwaukee. We are all interested in the candidacy of Mr. Reynolds. He is, our personal friend. He is a man of integrity and honesty. It is not necessary for me to tell you about him. His life is an open book to us. As I said yesterday, I solicit your support and I want each and every one of you to go to Milwaukee.

W. W. Alder: I think we all ought to go to Milwaukee. We all know what power there is in numbers. I think it is due to our friend Mr. Reynolds that we go.

W. D. Foresman made the following report for the Committee on Membership: We your Committee recommend that each member of the Assn. visit the non-members and encourage them to attend the local meetings. We further advise that the millers cooperate with the grain dealers in this respect.

Fred Mayer read a paper in which he commended the organization for the good work done and wished it greater success.

Pres. Reynolds: We hope to be able to attain something in the next legislature, and we have to have some money to do it. We think we will need about \$1,500 for this work. We must devise ways and means to get money.

R. M. Sims: I have belonged to this Assn. for two years. I have put \$20 into it and I am satisfied it has made me not less than \$250. I want to say that we cannot keep up the state assn. unless we keep up the local assns. We want to get the dealers to understand that. Those who are not inside of the assn. are reaping the benefit of the work done by the members. We can't keep this work up unless we get those outside to join with this assn.

Jas. Hodge: We belong to the National, the Ohio, Indiana and Illinois assns. You must have assns., for you cannot get along without them. Every exchange member would rather treat with a member of the assn. than with a nonmember. You cannot make the dues too high in your assn., because if you do it will drop out some weakkneed members. I would suggest that each member present impress upon the other members that each member try to bring in another and each one of you try to pledge yourself to bring in another, without increasing the dues.

H. C. Clark: I have belonged to this assn. since it started and can see a great benefit from it. I would not have assn. work dropped if it cost me \$30, or \$40, a

year. You see from the reports that there are about 300 members out of 800. These 300 are working and doing a great deal of good. The 500 who are staying out are receiving benefit from the 300 who are working.

W. S. Gilbreath: Speaking about needing \$1,500, if every member pay \$5 towards it we will have that sum. I will start it with \$10.

Pres. Reynolds: We thank Mr. Gilbreath very much for his offer. It will probably be three or four months before we try to raise the amount.

J. C. Keller: While I am here representing Our Boy Solomon, I am unable to throw chunks of wisdom as he does, but I think the assn. work you are doing is a benefit to both buyers in the country and to the receiving houses in the terminal markets. Our house refuses to accept business from any but regular dealers. Whatever plan you devise for raising money, call upon us for whatever you think is fair for us to pay.

Pres. Reynolds: I would like to know how many will pledge themselves to have one of these membership blanks filled in and signed. All who will do so please manifest it by raising the hand.

The majority of those in the room pledged themselves to make an effort to bring in a new member in the manner indicated.

O. J. Thompson: I desire to offer the following resolution: Resolved, That the Secretary of this Assn. be requested to ask the different terminal markets, in revising their rules of inspection for the coming crop, to state the percentage of foreign grain and mixed oats that they will allow in the grade of 3 white oats.

Pres. Reynolds: We will lay this resolution over until the inspectors have talked.

Charles S. Clark of Chicago told of the rise of the Indiana Assn. from 9 straggling members of the National Assn. to 4 local divisions and the formation of a state assn.

J. D. Shanahan, Chief Grain Inspector of Buffalo, read a paper, from which we take the following:

Buffalo as a Grain Market.

I have been asked to address you upon the subject of "Buffalo as a Grain Market" and there is considerable that can be said upon that head, but before proceeding with this subject, with your kind permission I will endeavor to give you a short sketch of the history of our great city and its grain trade, which I hope will be found interesting. The City of Buffalo stands upon ground of genuinely American historic interest, prehistoric indeed we might fairly say, for those mysterious mounds that commemorate the long ago presence in the land of an aboriginal race preceding the American Indian are numerous in Western New York and in Indian history guessed and known the vicinity of Buffalo is romantically rich.

In the pioneer days of the grain trade in Buffalo the vessels were small as compared with those of the present day, and the capacity of the elevators, and many elevators were built (some on islands in the harbor) without a thought of railroad connections, many of these have fallen into disuse and been torn down, and gradually replaced by modern structures with both railroad and canal connections.

In those days it was no uncommon sight of a morning to see the harbor crowded with hundreds of these small vessels, almost all grain laden, so closely packed that one could cross the river at almost any point by stepping from one deck to another under a veritable forest of spars, furling canvas, ropes, chains, blocks and other gear, now fast disappearing from the lakes with the advent of the modern lake steamer. Many of these little vessels were very fast sailers and there was a constant strife between their masters as

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For improving the condition and selling value of oats and feed barley should be as common as cleaning corn, and is certainly much more profitable. Many others do it, and you are throwing money away when you fail to do it.

We have been granted the only Process Patent ever issued by the United States Government for doing this work, and we can do finer work than was ever done in this branch of grain handling.

If you are interested, write us and we will send you descriptive circulars and samples of grain showing the results of purifying.

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Our "New Era" Passenger Lifts will not only save you money, but **work and time.**

10,000 grain men are using our lifts in nearly every state and territory. "Getting around" through your building can now be a pleasure. They don't cost much, and they will pay for themselves in a season.

We will cheerfully send you full information. **SIDNEY ELEVATOR MFG. CO.** (Sole Mfrs.) Sidney, O.



to their sailing qualities which lead to many exciting races which the old-timer loves to look back upon and talk about. The history of Buffalo's commerce and especially its grain trade is one of constant prosperity and increase of volume.

Buffalo's grain business up to about 20 years ago was done almost exclusively by lake and canal, some of the lake grain, of course, finding its way East from Buffalo by rail.

The Board of Trade then had a home in a row of low frame buildings on what was then known as Central wharf on the river front, but the rise in value of waterfront property and the demand for it by railroads for warehouse and docks for their steamers, practically drove the Board of Trade from its old quarters on Central wharf and in 1882 it was merged with the Merchants Exchange and the combination erected a handsome new building farther up town where the grain trade has been housed ever since. The new building was known as the Board of Trade until last year when the Merchants Exchange became the Chamber of Commerce of Buffalo and the name of the building changed to the Chamber of Commerce building. About the time the organization moved to its new quarters a grain inspection department was proposed, but found quite a little opposition. It was finally organized, however, with Conway W. Ball as Chief Inspector who served in that capacity for 15 years or until 1898.

About the same time a car grain business began in Buffalo which increased year by year until at the present time it is of considerable proportions averaging in the neighborhood of 25,000 car-loads a year, this is actual receipts by rail and has no connection with the lake business. Car grain business at this point was, however, up-hill work for many years as there was no facilities for weighing or storing this grain and it had to be sold on estimated and guarantee weights. We now have a very good transfer and storage elevator at each terminal point where this grain can be weighed, handled and taken care of, the scales of which are under the care of the Chamber of Commerce and are tested at least three times a year.

Buffalo has a very complete liberal through billing arrangement with all the trunk line railroads entering and leaving the city excepting the Grand Trunk, and is in this respect as well, if not better situated, than any grain center in the country, which is an advantage to the shipper of grain to our market. Another great advantage is the fact that when his grain is in Buffalo and the market is out of line or there is any other temporary reason why it is not satisfactory, there is a vast field in New York, Pennsylvania and New England in which it can be distributed, while, when it is at the seaboard markets, it is there to stay or to be exported and many times to the disadvantage of the shipper. The New York Produce Exchange realizing this and the many advantages Buffalo has in the marketing and distributing grain has extended its business to Buffalo and made it a point of delivery for New York contracts. An effort is being made with good chances of success, to have the Buffalo and New York inspections the same so that grain inspected at Buffalo may be applied on either Buffalo or New York contracts as may be desired, and I expect to be able before long to tell you that this arrangement has been perfected.

A resume of the advantages of Buffalo as a grain center is as follows: It is the natural geographical distribution point for a greater portion of the country. It has 15 railroads entering the city by which commodities can reach any part of the country or world, with about 700 miles of trackage within the city limits for storage and yard purposes.

It has one of the best through billing arrangements with these railroads of any grain center in the country.

It has the chain of great lakes and the Erie canal, now being enlarged to a 1000 ton barge canal, for water transportation. It has one of the largest and best harbors on the Great Lakes formed by the recently finished U. S. Government breakwater which is the longest in the world being 25,411 feet long, and encloses about 800 acres of harbor space. This is entirely new and meant for future use and does not include the harbor now in use which I have not been able to get figures on, but which is quite extensive.

It has 16 banking institutions, 10 of which are discount banks. Its grain trade is governed by the rules and regulations of the Chamber of Com-

merce under whose direction the inspection and weighing is done.

It has adequate facilities for transfer and weighing of car grain. As business increases these facilities will be enlarged and improved upon, and last but not least, our dealers are men of ability and of high standard of business integrity, who want to buy and sell your grain and want you to help increase the grain business at Buffalo, believing that by so doing, you and they are mutually benefited.

Secy. Riley read the resolution offered by Mr. Thompson.

Mr. Thompson: In some of the markets they will allow a light mixture of dark grain in three white oats. I think it no more than right before we get into this oat crop that they let us know where we are at. I think when they say they will allow a light mixture it is indefinite. I would like something more definite on this point, and I think it is no more than justice to us and the different exchanges to be more definite on the grade of 3 white oats.

Mr. Shanahan: I understand that that resolution merely asks the different exchanges what percentage of mixture they will allow in the oats. There may be some ambiguity about the rules which obtain all down the line, and as a matter of fact there is a wide difference of opinion in the rules of grading grain. I think Mr. Thompson is right in that particular. They should know how much mixture they intend to allow in white oats, and I would hail the day when we get down to a percentage on all matters of grade. I think this is the only fair solution of a satisfactory grade of grain. However, there is another thing to be taken into consideration. On account of there being some wheat mixed with the oats in this part of the country they will expect the inspection departments to be a little more lenient. That may be all right from the standpoint of the shipper, but from the standpoint of the buyers in the big markets, they can hardly look at it in that way, because oats from Buffalo and Toledo come in competition with oats from all parts of the country which may not have a particle of wheat in them, and

which might grade in every particular. This is true of the oats from Michigan and the Northwest. I think the resolution is all right and if the Exchanges cannot allow a certain percentage of mixture, they at least can make a satisfactory grade for such grain.

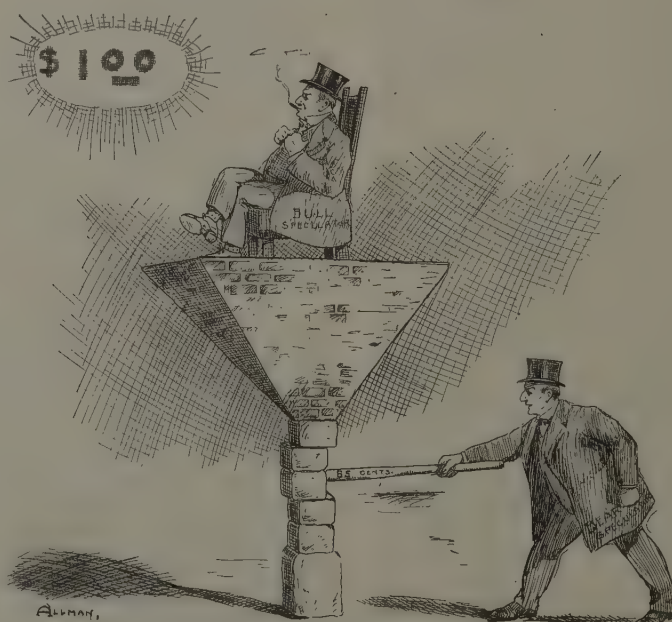
Upon motion the resolution was adopted.

E. H. Culver, Chief Grain Inspector of Toledo, was called upon, and spoke as follows:

One thing I want to call your attention to is that when you are dissatisfied with your inspection it does no good to write to the chief inspector. The proper way is to note at the bottom of your bill of lading that the grade is so and so, and then demand an appeal to the chief inspector and inspection committee if necessary.

This year we have had more trouble, especially with corn, than any year that I have been in the Toledo market, and I think it is caused by more moisture than ever before. The moisture this year runs from 12 to 28 per cent. We have shrunk corn, by putting it thru the drier, 18 per cent, in order to make it so that we could ship it to any place in the United States. I believe if you gentlemen would go into the central markets and see how the grain is moved it would be of great benefit to you. You could then readily see if your own grain was as good as grain coming from other states. If the various grain exchanges adopt the resolution which you gentlemen have passed today, there will have to be 3 white oats and contract oats. I believe if you gentlemen will buy these oats in proportion to the mixture there is in it and buy it right there will be no further trouble. When you saw there shall be a mixture allowed I think it is right to state the percentage that will be allowed. I know that the Toledo market will try to do the right thing by you. The chief inspectors have tried for the last five years to establish a uniform grade. But you must recognize the fact, that we have Galveston and New Orleans and Montreal

Bull on Top, How Long?



When the Bears Get Busy the Bulls Will Have a Bad Fall.

to contend with, and they have established grades of their own. The fact of the matter is that the only way uniform grades will ever be adopted is for this assn., and other assns., to go to these markets and recommend that such a thing be brought about.

Question: What percentage of black oats do you allow in 3 white oats?

Mr. Culver: We allow no percentage. The rule says a slight mixture of black oats.

R. M. Sims: Why would it not be well for you, if you do not allow 1 per cent, to say you do not allow any mixture?

Mr. Culver: There are instances where there is a slight mixture, but not 1 per cent. If you go into the car and find an occasional berry of black oats it would grade, but if you found one black berry in every hundred it would not grade.

Mr. Shanahan: It has occurred to me that in asking these different exchanges what percentage they will allow of mixture in 3 white oats to state whether the percentage shall be by weight or by the number of kernels. We all know of course that wheat weighs more than oats. A kernel of wheat will weigh considerably more than a kernel of oats. So on that account it is quite a difficult thing to get at the matter of percentage.

R. M. Sims: I think the resolution which has been adopted is fair and right. I think it would be well for the shippers to take out a sample of every car as it is loaded. I keep a sample of every car I ship and mark down whatever grade it is, and if I say this car is white oats I expect it to be white oats.

Pres. Reynolds: In connection with what Mr. Sims has said in regard to saving a sample of cars of grain, I think it would be a good thing to do that. In all the shipments that we make we save a sample of every car of every kind of grain. Where it is possible to get into a car we take a sample with a trier. We put the sample of every car away in a paper bag carefully closed at the mouth. When we hear from that car we know if it has graded right. In cases where the car is full we take a sample when the car is half loaded and then take a surface sample.

T. A. Doan: My experience in the grain business began in 1860, and I have been connected with it more or less ever since. A year or two ago I received a letter from Mr. Sale asking me if I was in favor of discontinuing lending bags. I wrote him that we were certainly in favor of discontinuing it and signed an agreement then that I would not loan any bags. I want to say that this thing of discontinuing the loaning of bags was the best thing that ever happened to the grain trade. I regard this organization the best thing the grain dealers of Indiana ever accomplished. When you go to your competitor and take a crib of any kind, take an American Beauty Rose or a Lily of the Valley. Take him by the hand and shake it as a brother. The conditions before us are the same, but we do not look at them in the same way. Get together and try to look at things in the same way and understand each other.

No man gets more assistance to break over the line than the grain dealer does. All the farmers will turn in and help him break over the line. Now then my advice is to put a little more confidence in the grain dealer than you do in the farmer. If you have any doubt give the grain dealer the benefit of it, and before you believe very much of what the farmer

says about the other man go and see the man yourself and talk to him about it. Keep on the right side of the grain dealer. I am sure this is the only way any money can be made. If any grain dealer in this house has made any money by fighting I would like to see him and would like to have his picture.

Transportation is a matter of importance. You heard that subject talked about last night, and all of it was good. But when you are dealing with a railroad company you simply walk up to the desk and do what you are told to do; that is all. This winter we have had a great deal of trouble and been subject to much delay.

Gentlemen, I am in favor of the railroad legislation bill. I want such a bill framed that we can get thru. As to amendments, let us get such a bill as we can get thru without an amendment. I believe the time is now ripe for it.

A letter was read by Secy. Riley from Secy. McCord of the Ohio Assn., expressing his regret at not being able to attend the meeting and inviting the dealers to attend the meeting of the Ohio Assn., at Put-in-Bay, the latter part of the month.

Mr. Noyes, Toledo Salvage Co.: You have all heard the discussion on how to handle and grade good grain. Of course sometimes many of you will get hold of grain that is not good, that won't grade at all. I want to say to you that the Toledo Salvage Company is always ready to send a man and find out what it is worth. In times past when you had a lot of grain which has passed thru a fire it was a total loss. Today we stand ready to pay you for it, whereas before it was a total loss to you.

P. E. Goodrich invited the dealers to attend the annual meeting of the National Hay Assn., at St. Louis June 14th and 15th.

Resolutions of thanks to the Hon. J. W. Kern, J. Frank Hanley and the trade journals were adopted:

Adjourned.

Convention Notes.

Culver wore a white ribbon.

Red books were easily obtained.

Fred Mayer has the palsy when he addresses a convention.

Rosenbaum Bros., Chicago, were represented by J. G. Woodman.

Did H. S. Grimes take his straw hat back home with him in his grip?

When the Hoosiers arrive in Milwaukee there will be electioneering in earnest.

Indianapolis suits can be bot for \$4.98, but they are too warm for Toledo boys.

N. A. Grabill and S. B. Sampson represented the N. A. Grabill Co., Daleville, Ind.

Ohio was represented by H. S. Grimes of Portsmouth and A. G. McDill of College Corner.


Cincinnati was represented by A. C. Gale, representing The Gale Bros. Co., and H. H. Hill of the Metzger-Hill Co.

Verily the talents of the Indiana grain dealers, invested in their assn., are returning to them—some fifty, some a hundred-fold.

The machinery men in attendance were: J. N. Bacon, Invincible Grain Cleaner Co., A. S. Garman and Alex. Rodgers of the Huntley Mfg. Co., W. H. Kaiser, Weller Mfg. Co., and W. E. Smith, Richardson Automatic Weighing Machine Co.



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RAILROAD, DORMANT, SUSPENSION, PORTABLE, STOCK, WAGON, HOPPER, WAREHOUSE
KANSAS CITY, MO.

BULLETIN No. 5.

WARNING—If you have any old foggy ideas against advertising better not read these bulletins, because if you do you're liable to be converted from them in spite of yourself.

Let the People Know

One time a man raised twenty acres of pumpkins and he never told a soul till they had all spoiled.

His neighbors thought he was—well they thought it a mighty poor way to do business.

Some men put thousands of dollars into a business and never tell the people what they've got—just wait and let 'em find it out.

'Bout horse and horse, isn't it?

The way to let people know about such things is by plain, every-day talks in the line of advertising.

We get up those plain talks for all kinds of businesses, and publish them in newspapers, magazines, booklets and catalogues.

How many people are here that don't know about your business.

If you want to invest anywhere from \$50 to \$50,000 in advertising, let's get together.

Marsh Advertising Agency,
Stock Exchange Building, Chicago.

The millers and grain dealers smoked the pipe of peace.

Everyone wore carnations at the expense of Zahn & Co.

Tom Morrison did not stay up all night just to see the sun rise.

Jno. Snyder's new song is very popular with bald-headed dealers.—Wurtzberger.

The city named after the Father of our Country was represented by Jno. B. Daish.

One miller from far away Minnesota was in attendance—C. H. Chenot, Hastings.

The Assn. is 2½ years old. Will you help to get 100 new members before the next annual meeting?

Buffalo was represented by J. D. Shanahan, chief grain inspector, and T. J. Stofer, with W. W. Alder.

T. A. Doan's recommendation for the introduction of a new club to be used by the grain dealers is good. Use it.

The Baltimore representatives were D. Yulee Huyett of Thos. H. Botts & Co., and J. W. Synder of Hammond & Snyder.

The ladies in attendance were Mrs. E. W. Bassett, Mrs. W. H. Kaiser, Mrs. S. B. Sampson, Mrs. E. K. Sowash, Mrs. T. J. Stofer, and Miss Anna Webb.

The insurance fraternity was represented by C. A. McCotter of the Grain Dirs. Natl. Mutual Fire Ins. Co. and E. E. Perry, secy. of the Ind. Millers' Mut. Fire Ins. Co.

Toledo was represented by Chief Inspector E. H. Culver; W. W. Cummings, with J. J. Coon; H. L. Goemann; A. Guitteau; Jas. Hodge, with United Grain Co.; C. Knox, Reynolds Bros.; J. C. Keller, with C. A. King & Co.; Fred Mayer, J. F. Zahn & Co.; D. B. Noyes, with the Toledo Salvage Co., and W. R. Worts.

The Indiana dealers in attendance were: I. A. Adams, Bunker Hill; W. W. Alder, LaFayette; R. Alexander, Buck Creek; E. W. Ball, Rushville; C. M. Barlow, Kokomo; E. W. Bassett, Indianapolis; R. Bell, LaFayette; W. T. Bessor, Greencastle; P. M. Blankenship, Paragon; B. A. Boyd, Indianapolis; G. L. Clark, Rushville; H. C. Clark, Lebanon; M. L. Conley, Frankfort; T. C. Crabbs, Crawfordsville; J. W. Croxton, Cloverdale; W. F. Davis, Coatsville; J. C. Daniels, Middletown; M. T. Dillon, Frankfort; T. A. Doan, Ossian; J. C. Dewese, Montezuma; C. G. Egly, Berne; A. F. Files, Muncie; E. M. Fisher, Needham; W. D. Foreman, LaFayette; W. S. Fries, Greenfield; A. Gardner, Cottage Grove; P. E. Goodrich, Winchester; W. S. Gilbreath, Indianapolis; E. L. Harris, Greencastle; J. S. Hazzelrig, Cambridge City; H. G. Harting, Elwood; F. E. C. Hawks, Goshen; J. C. Hite, Peru; G. W. Huber, Gaston; F. W. Kennedy, Shelbyville; J. E. Loughry, Monticello; J. W. McCardle, New Richmond; T. A. Morrison, Kokomo; D. D. Moore, Lawrenceburg; Geo. W. Moor, Letts; J. A. Mouch, Mooreland; A. L. Nelson, Montpelier; A. J. New, Greenfield; C. J. Pickering, Middletown; J. I. Powell, New Ross; A. E. Reynolds, Crawfordsville; W. J. Riley, Indianapolis; J. D. Sale, Bluffton; J. L. Schaik, Anderson; M. Schnaible, LaFayette; R. M. Sims, Scircleville; E. K. Sowash, Middletown; N. E. Stafford, Bluffton; P. Stepenek, Modoc; G. W. Summerton, Washburn; B. Taylor, LaFayette; O. J. Thompson, Kokomo; M. B. VanNice, Danville; A. M. and Jas. Wellington, Anderson; T. B. Wilkinson, Knightstown; J. C. Young, Michigantown.

Hearing by Interstate Commerce Commission on the Grain Rate Differential.

The hearing by the Interstate Commerce Commission in the import and export differential rate case was held May 18, 19 and 20 in the United States court room at New York. A large attendance was had each day, of business men and counsel and the representatives of many commercial bodies.

Commissioners Martin A. Knapp, Jas. D. Yeomans, Chas. A. Prouty and Judson C. Clements, were present.

The commercial organizations of New York were numerous represented, and the Produce Exchange was represented by Abel E. Blackmar as counsel. The Boston Chamber of Commerce was represented by C. S. Hamlin, counsel, and E. G. Preston, secy.; the Philadelphia Commercial Exchange, by Silas W. Pettit, counsel; the Baltimore Chamber of Commerce, by Arthur Geo. Brown and John B. Daish, counsel, and J. W. Snyder, Charles England and John M. Dennis.

All of the railroad companies directly concerned were well represented.

Chairman Knapp stated that the object of the Commission was to ascertain how the differentials have affected the carriers, ports and public, and that the Commission later would present a report in the nature of a recommendation, not an order or an opinion on matters of law.

New York's counsel contended for free and unrestricted competition of inland rates and that free competition means an equal rate from all points west of trunk line termini to any of the Atlantic ports. Voluminous statistics were offered by New York to show the decline of its grain export business since the differential matter was last heard by the Interstate Commerce Commission.

It was shown that from Feb. 1, 1902, to Feb. 1, 1904, there had been a trans-Atlantic pool on freight destined to London and Liverpool and that during all this time the intention was that there should be the same ocean rate from all Atlantic ports to these two ports of the United Kingdom. It appeared, however, that concessions (by way of noninterference with traffic through Baltimore and allowing Baltimore lines to make lower rates in order to secure business) were demanded and accorded.

D. B. Caldwell, vice-pres. of the Delaware, Lackawanna & Western, in charge of traffic, was unable to state any sufficient or satisfactory reason why the inland rates should be the same. The cross examination of Mr. Caldwell and the contention of New York and Boston interests were adjourned to June 20.

Upon a careful survey of the testimony produced and a consideration of all that has been brought forward at the present time it would appear, from a business point of view, that it is essential that there should be not only a differential but that it should be at least as much as it was in 1896 and that it should apply on all rail and lake and rail traffic.

If American prices adjust themselves to the low foreign level there will be a dull thud when the new crop of wheat begins to move.

The Wisconsin delegation to the Democratic national convention has been instructed to vote for E. C. Wall, the well known grain dealer of Milwaukee, for president.

President of the Buffalo Corn Exchange.

Feeling the restriction of the rule of a body so largely composed of men in other branches of business, the grain dealers of Buffalo, N. Y., have contemplated the establishment of an exchange of their own, separate from the Chamber of Commerce, where they have met for the past 20 years.

To carry out their object the Corn Exchange has been formed, with prominent



Charles Kennedy.

grain dealers as the incorporators; and arrangements for the erection of a building rapidly progressed, until the officers of the Chamber exerted themselves to persuade the grain men to remain. The Chamber will endeavor to provide the grain trade with the new building that they desire, and in the meantime is making their offices more attractive.

Chas. Kennedy, whose portrait, thru the courtesy of the Miller's Review, is reproduced in the engraving herewith, was a leader in the movement of the grain men to organize an exchange of their own. At the preliminary meeting at the Ellicott Club, Mar. 22, he was chosen chairman, and was afterwards elected pres., with Riley Pratt vice-pres. and E. T. Washburn, secy. The directors are Mr. Kennedy, Mr. Pratt, T. J. Stofer, S. W. Yantis, E. T. Washburn, S. M. Ratcliffe and L. S. Churchill.

The Berlin Grain & Produce Merchants Assn. has unanimously decided to do business in South Russian and Danubian grain only on the basis of the new German-Dutch grain contract, which provides for arbitration at several continental ports instead of always at London.

"Write-ups" or "taffy" is not advertising. The vanity of the average man is great. It tickles him most to death to see his picture and a lot of "stuff" about how nice a man he is, and how he was once a little boy and now he is a great merchant. The sucker advertiser (?) pays good money for the rot and charges it to advertising. The square business statements of a good business man have weight. The gush don't interest any one except the gushee.—Printer's Ink.

Grain Carriers

The grain laden steamer W. B. Matthews recently ran aground in Fort William harbor.

The steamer Hibernian of the Allan Line, Montreal, was wrecked recently with a cargo of grain.

A cargo of 275,000 bus. wheat, the largest ever loaded at Duluth, was taken out recently by the steamer J. H. Reed.

Settlement of the strike of the monthly men in the Buffalo eltrs. was effected May 24, the men being granted their demands.

The New York Central is said to have discontinued 5 trains daily out of Buffalo on account of the lake strike stopping grain shipments.

The cut rate of 2½ cents made by the eastern lines from Minneapolis to New York applies only to corn and oats, and will expire June 30.

Rebates aggregating \$1,250,000 were paid by 10 railroads in 1903 to the big trusts, in the form of excessive switching charges of "industrial" railroads.

The Pere Marquette system has acquired the Manistique, Marquette & Northern road, and will run a car ferry between Manistique and Ludington.

The Dubuque Shippers Assn., which was formed recently to fight discrimination, has employed W. B. Martin of St. Paul, Minn., to lead the battle, at a salary of \$3,000.

All rail rates on grain from Missouri River points to the north Atlantic seaboard have been reduced 2½ cents per 100 pounds, making the export rate 9 cents to New York.

The Great Lakes & Northwest Transportation Co. has applied to the Dominion government for power to construct canals between Lake Superior and the Red River at Winnipeg.

An attempt to start boats at several lake ports was made at the end of May by several members of the Lake Carriers' Assn. Non-union mates and captains have been employed; and some of the masters have deserted their union.

J. J. Daley, promoter of the new eltr. at Collingwood, Ont., testified before the Dominion Transportation Commission, May 30, with regard to plans for improving the facilities for transporting grain from Georgian Bay ports to Montreal.

Geo. C. Wood, grain dealer at Windfall, Ind., has brot suit against the Panhandle road to recover \$2,000 damages for failure to furnish cars for shipments to Baltimore. Mr. Wood alleges that he was forced to sell on a lower market; and that when cars were supplied the company let them stand on sidings instead of moving his shipments promptly, and the grain became heated.

The appellate court of Illinois has affirmed the decision in favor of the owner of the eltr. in the case of G. & G. E. R. Co. v. West, where the latter got judgment for switching charges the railroad company compelled him to pay, for moving cars a distance of 350 feet over a switch track, which the owner of the eltr. constructed at his own expense to connect with the railroad at Victoria, Ill.

Echoes of Iowa Meeting.

The Chicago delegation consisted of D. W. Burry; E. C. Butz, Rosenbaum Bros.; W. M. Christie, Fyfe, Manson & Co.; E. G. Cool, T. E. Wells & Co.; C. D. Dillin; A. Gerstenberg, Gerstenberg & Co.; H. C. Hatterscheid, W. R. Mumford Co.; J. W. McCabe, W. F. Johnson & Co.; E. A. Pope, Lasier & Hooper; C. S. Sheffield; J. D. Stacy, Updike Commission Co.; J. J. Stream, Chicago Grain & Elevator Co.; Oscar White, H. Hemmelgarn & Co.

Kansas City was represented by H. P. Mulhall, of the Southwestern Eltr. Co.

The following Des Moines dealers were in attendance at the meeting: W. G. Case, C. H. Casebeer, J. W. Cheek, E. D. Hamlin, J. W. Hill, Lee Lockwood, M. McFarlin, W. F. Morgan, M. T. Russell, C. H. Slack, H. M. Talcott, of the Chicago Grain & Elevator Co., C. A. Tower.

The Iowa dealers in attendance were: W. H. Bomberger, Gowrie; C. Bornholdt, Avoca; Mr. Brenton, Dallas Center; L. R. Brown, Dawson; R. B. Carson, Moulton; S. J. Clausen, Clear Lake; J. C. Cornelison; Adel; M. E. DeWolf, Laurens; P. Dietz, Wolcott; D. J. Eberhart, Newton; R. J. Edmonds, Marcus; P. Eide, Garden City; J. Ellickson, Thompson; A. B. Elliott, Whiting; A. Fahlenkamp, Hartley; Fred Faulkner, Cedar Rapids; C. A. Pfund, Lu Verne; W. F. Finch, Garden City; H. E. Fitz, Calendar; F. N. Fowler, Ames; R. A. Frazier, Nevada; J. N. Gilchrist, McGregor; P. E. Granger, Mason City; J. A. Gray, Onawa; O. O. Helgen, Ruthven; R. B. Hendershot, Otley; D. Inglis, Cambridge; C. L. Jarvis, Keswick; C. A. Jenks, Bayard; D. J. Jenks, Coon Rapids; O. H. Keith, Wayland; H. L. McCombs, De Soto; M. McDonald, Montezuma; C. A. Malden, Jefferson; E. W. Miller, Guthrie Center; N. J. Millhaem, Miles; A. Moorhouse, Glidden; I. L. Patton, Newton; A. C. Peterson, Odebolt; M. Peterson, Pomeroy; C. Rippe, Forest City; A. Ruthven, Ruthven; S. Sherer, Gilbert; E. G. Simpson, Iowa Falls; M. Slife, Dedham; W. M. Southall, Irwin; J. A. Tiedman, Fonda; J. Tjaden, Wellsburg; D. K. Unsicker, Wright; C. A. Walker, Otley; Seth Way, Knoxville; C. L. Webster, Eagle Grove; F. E. Wheeler, Ventura; S. B. Williams, Madrid.

The crop expert who rode thru the corn belt in a Pullman sleeper and reported the spring wheat coming on finely, perhaps had one eye shut and was blind in the other.

Owing to heavy port charges at Beirut and relatively high freight rates on the London railway during the harvest, some 4,000 to 6,000 camels, each with a burden of 500 pounds of grain, daily pass between the interior of Syria and the sea, via Nazareth. The camel driver, however, claims half of the load as his reward, and the farmer, after paying taxes for seed, etc., has scant compensation for his labor.—Minneapolis Journal.

Grain exports during the 10 months prior to May 1 were 42,650,864 bus. of wheat, 52,494,683 bus. of corn, 10,255,450 bus. of barley, 901,667 bus. of oats, and 765,114 bus. of rye; compared with 100,333,905 bus. of wheat, 62,541,355 bus. of corn, 8,062,822 bus. of barley, 4,241,368 bus. of oats, and 4,236,513 bus. of rye for the corresponding period of the preceding season, as reported by O. P. Austin, chief of the bureau of statistics.

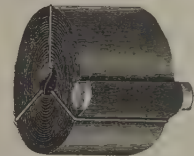


Choice Farming Lands

for sale on easy terms:
Three and three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. The Canadian Pacific Railway is constructing a line from Lauder, Man., west to Regina, Assn. This line will run either thru or along most of our land. Address, W. R. Mumford Co., Room 430 Rialto Bldg., Chicago, Ill.



The Whitman & Barnes Mfg. Co.



TRANSMITTING CONVEYING ELEVATING
Chicago Cincinnati St. Catharines, Ont. Minneapolis, Minn. New York Kansas City London, Eng.



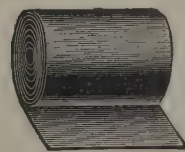
Belting Pulleys Packing Hose ANYTHING - EVERYTHING ELEVATOR SUPPLIES

Tell us what you need and we will quote you prices that are right

Ft. Dearborn Belting & Supply Co.
161 E. Lake St., CHICAGO, ILL.

BELTING

FOR CONVEYORS AND ELEVATORS ALSO Fire Hose, Packing, etc.



We furnished the belting for the Pioneer Steel Elevator. Let us figure with you.
GUTTA PERCHA & RUBBER MFG. CO.
96-98 LAKE ST., CHICAGO.
BROWN & MILLER, Managers.

Grain Cleaner. No. 760,832. (see cut.) Wm. Williamson, San Francisco, Cal., assignor of one-half to C. J. Williamson and H. E. Williamson, San Francisco. The upper of two superposed shoes is suspended to swing substantially horizontally and lengthwise of the frame, the lower having its rear end suspended from the rear end of the upper shoe. Connecting rods extend from cranks on the fan shaft to the upper shoe, and from adjustable cranks to the lower shoe, the effect of which is to give the upper shoe and the rear end of

the lower shoe a substantially horizontal reciprocating motion, while the lower end of the lower shoe has a vertical tossing motion. As the grain drops to the lower hopper it is subjected to the air blast from the fan.

Automatic Weighing Machine. No. 761,587. (see cut.) George Hoepner, San Francisco, Cal., assignor to Union Scale & Mfg. Co., San Francisco. The weighing apparatus consists of a fulcrumed scale beam, a weighing bucket suspended therefrom having a discharge gate at the bottom, concentric turntable gates, jointed levers to hold the supply gates open, a tilting diaphragm to divert the material into either of the 2 compartments of the buckets. When the load in the bucket is nearly completed the supply thru the first gate is cut off, a smaller feed thru the second gate completing the load. After the first gate is closed the further movement of the beam is prevented by a stop contacting with a ball in a pivoted ball race, which is tilted upward by the rising of the beam.

Process of Treating Grain. No. 761,445. (see cut.) Harry J. Caldwell and James R. Barr, Earlpark, Ind. This is a broad patent covering the process and not the particular devices by which the grain is treated. Sulphur fumes are passed thru cool water and the grain is sprayed with this water and also subjected to the sulphur fumes. The engraving shows the tower with its deflecting boards, down which the grain passes in a continuous stream, meeting a spray, composed of steam under pressure, sulphurous acid water, and sulphurous gas. Fumes from the burning sulphur are drawn from the closed chamber by a fan and forced down into the water chamber, thereby becoming cooled and acidifying the water, which is forced to the steam jet by a pump, the gas passing freely thru the large pipe into the grain tower. The water in the chamber is maintained at a constant level by a float. By a system of valves the proportions of gas, air, water and steam can be varied at will.

S-W Kansas Dealers Organize.

Grain shippers of southern and western Kansas and northern Oklahoma held a meeting at Wichita, Kan., May 9, and completed the organization of the Central Grain Trade Assn., which was begun Apr. 25.

Constitution and by-laws were adopted. Wm. Finn, of Sedgwick, Kan., was elected pres.; and R. F. Coates, vice pres.; F. W. Frasier, secy., and H. Herzer, treas. The three last named reside at Wichita. The first board of directors are C. W. Blewer, Blackwell, Okla.; J. G. Sicheloff, Belle Plaine; L. A. Townsend, Andale; A. C. Plumb, Lyons; W. A. Miller, Anthony, and J. B. Miltner, Wichita.

The assn. will work against discrimination in car service, and endeavor to obtain more equitable freight rates for grain shippers in its territory.

The following resolutions were adopted:

Whereas, Existing freight rates, transit, car service and inspection rules on grain and grain products from certain stations on the several railway systems traversing the territory occupied by this assn. are such, and are so enforced as to work a discrimination against us,

Resolved, That we, the producers and shipper of The Central Grain Trade Assn. do hereby unanimously protest against the enforcement of any tariff or rule by any railway company, car service association, or inspection bureau which shall operate to the disadvantage of any station or class. Be it further

Resolved, That The Central Grain Trade Assn. must and will use all honorable effort looking to the speedy, fair and equal adjustment of the present inequalities with which we daily meet. Relying on the good business sense of all parties concerned, we express the hope that all will aid in extricating our business from the toils that now restrict, and hope to shun the long and tedious way of the law and the courts.

Wheat, rye, barley, dourah, corn, and a very small grain without European name—highly esteemed in the country—prosper very generally throughout Abyssinia. The average price to the farmer for all these cereals is 38 cents per 220 pounds. Owing to the absence of means of transportation, the exploitation of cereals is mainly carried on for the personal use of the farmers or for an extremely limited market. With the extension of the railway it will be comparatively easy to produce surplus crops and to find a remunerative foreign market.—United States Commissioner Skinner.

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

FIRE INSURANCE

MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

MICHIGAN MILLERS

MUTUAL FIRE INSURANCE CO., LANSING, MICH.

23 Years
Successful Business

50% DIVIDENDS

Assets	\$1,500,000.00
Losses Paid	1,000,000.00
Net Cash Assets	260,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.

Reliable Insurance...

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$3,380,676.56
Net Cash Surplus, \$466,594.95
W. L. Barnum, Sec'y.

INSURANCE WITHOUT THE MIDDLEMAN

It is better to buy your insurance direct from the Home Office of the Company. The local agent, state agent, rate maker and insurance, men's combinations dictate your insurance, and your wishes are never heard at the Home Office. All of these middlemen are an expense for which you must pay. The

GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE COMPANY Indianapolis, Ind.

deals direct, and the cost to you is only for inspections, Home Office management and elevator losses, saving all of the middleman's expense for its policy-holders. Deal direct with headquarters. You want the most satisfactory, best written policy you can get. Do not delay but write at once to

C. A. McCOTTER, Secretary.

ELEVATOR UNDERWRITERS

AT

GRAIN DEALERS EXCHANGE

are Elevator Owners
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ACTUAL COST

This enterprise will be
PRE-EMINENT in the
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For particulars address

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407-408-409 Kemper Building

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Supreme Court Decisions

A carrier has a lien on freight transported by it for the usual charges of such transportation.—*Thomas v. Frankfort & C. Ry. Co.* Court of Appeals of Kentucky. 76 S. W. 1093.

The blanks in a bill of lading are not to be considered in construing the instrument.—*Grayson County Bank v. Nashville, C. & St. L. Ry.* Court of Civil Appeals of Texas. 79 S. W. 1092.

The agreement to submit questions to arbitration that may arise in the carrying out of a contract gives no right to pass on damages arising from nonfulfillment of the contract.—*Somerset Borough v. Ott.* Supreme Court of Pennsylvania. 56 Atl. 1079.

A landlord's lien on crops raised by his tenant on the leased land for rent, given by Rev. St. 1899, §4115, cannot be affected by the tenant's misrepresentation to a purchaser of the crop that the rent had been paid.—*Williams v. De Lisle Store Co.* St. Louis Court of Appeals, Missouri. 79 S. W. 487.

Where a consignee, on being notified of the arrival of goods at a wrong destination, directs their forwarding to another place, and there receives them, such acceptance operates as a waiver of the carrier's liability for the erroneous delivery.—*Hayman v. Canadian Pac. Ry. Co.* Supreme Court of New York. 86 N. Y. Supp. 728.

A railroad company adopting the plan of sending its cars over a switch exist-

ing solely for the purpose of delivering freight to cars from shippers located on the switch is required to serve all shippers alike, and any discrimination against a shipper is unlawful.—*Kellogg v. Sowerby.* Supreme Court of New York. 87 N. Y. Supp. 412.

Judge Gresham held that a commission merchant operating a grain elevator had such an interest in the grain deposited with him by others as to authorize him to insure it for its full value against loss by fire, notwithstanding that the contract between him and the depositors of the grain stipulated that fire was at the owner's risk.—*Baxter v. Hartford Fire Ins. Co.* (C. C.) 12 Fed. 481.

Where the agent of one of the parties to a submission to arbitration was trusted by the other party to strike out, according to an agreement between the parties, a provision authorizing an award by only two or three arbitrators, which had been objected to by the latter party, but failed to do so, it was a fraud on such party, whether the agent so intended or not.—*McCurdy v. Daniel.* Supreme Court of Michigan. 97 N. W. 52.

A covenant in a mortgage of crops that the mortgagee could at all times enter into the premises to view the same or take any measures necessary for the protection of said crops or an interest therein, gave the mortgagee an equal right with the mortgagor to the possession of the crops for the purpose of protecting them at any time after the execution of the mortgage.—*Summerville v. Stockton Milling Co.* Supreme Court of California. 76 Pac. 243.

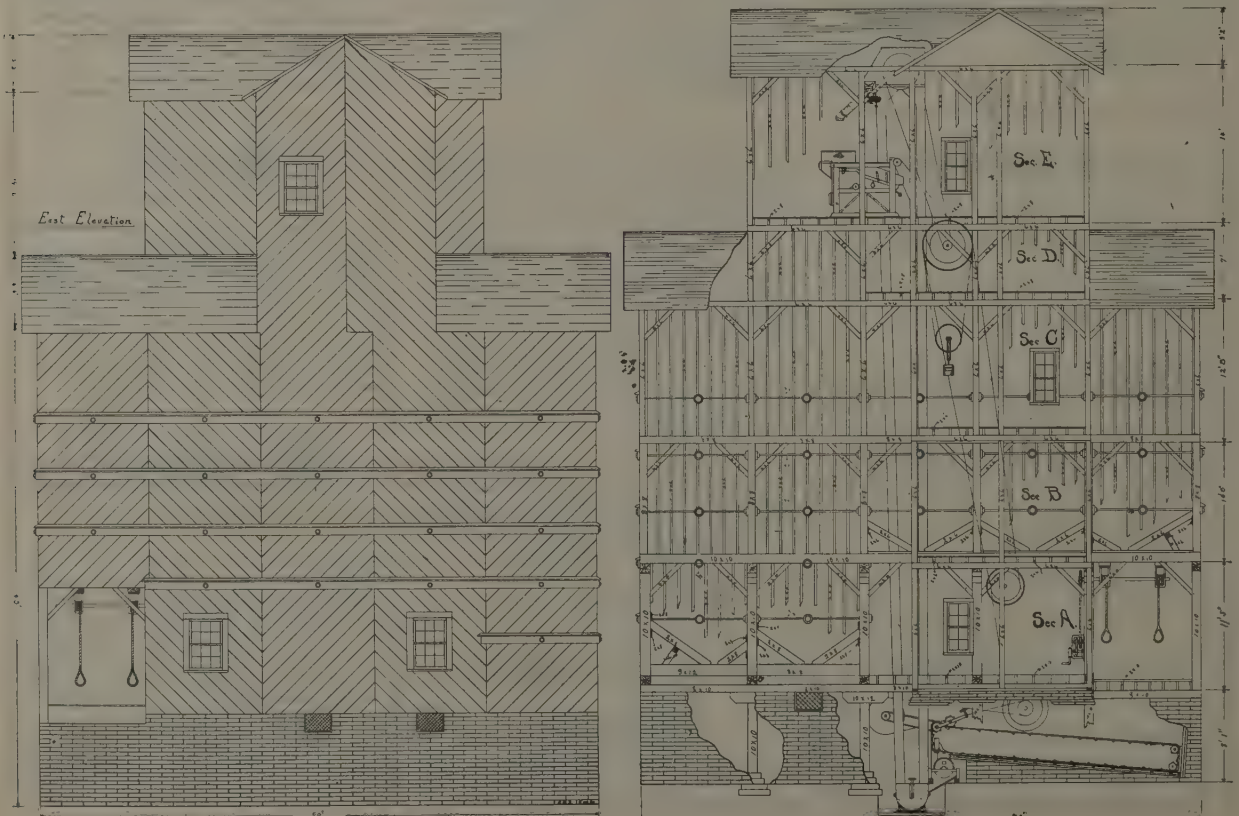
In the suit of the guardian of Roy L. Braucht, a youth of 20, who bot wheat options thru the Graves-May Co., members of the Minneapolis Chamber of Commerce, to recover \$636 lost, the decision

of the district court in favor of the commission company has just been reversed by the Minnesota Supreme Court, because the judge gave improper instructions to the jury. Braucht will have a new trial. Under the Minnesota law a minor can rescind such contracts.

As, under Code 1896, § 2712, the owner of land has the legal title to a crop produced by a laborer under a contract whereby the crop was to be equally divided between them, a third person claiming under the laborer cannot maintain trover against the purchaser from the land-owner for the conversion of the crop, nor trespass for the taking thereof, where no force or violence was used in the taking.—*Farrow v. Wooley & Jordan.* Supreme Court of Alabama. 36 South. 384.

S. deposited wheat in the warehouse of M., leased from S., taking a receipt therefor, which as security for a loan he assigned to V., M. having notice thereof. Held that, even if M. was not strictly a warehouseman, it was at least a bailee, so that enough was done to transfer possession to V., as pledgee, as against the creditors of S., V. not being a party to or having knowledge of any sham in the transactions.—*Proctor v. Shotwell.* Kansas City Court of Appeals, Missouri. 79 S. W. 728.

In an action against a broker for default in performance of a contract for a sale of goods, where defendant pleaded a custom of brokers to quote prices subject to change or revocation, which were not binding until accepted by the principal, it was competent for plaintiffs to show a custom among brokers to use a different form of words when contracting in their own name, and when contracting subject to the confirmation of others.—*McKown v. Gettys & Gilbert.* Court of Appeals of Kentucky. 80 S. W. 169.



Side View and Longitudinal Section of 25,000-bushel Elevator Erected at Ewing, Ind.

A deed of trust taken by a landlord on premises belonging to the tenant to secure the rent of the demised premises, stipulating that it should not affect the landlord's statutory lien on the crops grown on the demised premises, did not create a mortgage lien on the crops in favor of the landlord, but was merely intended to avoid any inference that in taking other security the landlord intended to relinquish the statutory security.—Wimp v. Early. Court of Appeals at St. Louis, Mo. 78 S. W. 343.

A claim for the conversion by plaintiff of corn on which defendant had a valid landlord's lien gives rise to an implied assumpsit in defendant's favor, irrespective of whether plaintiff sold the corn and received the proceeds or not, and is a valid counterclaim, under Rev. St. 1899, § 605, providing that in an action on contract any other cause of action arising on contract may be set up as a counterclaim in a suit by plaintiff on a bond to which defendant is a party.—Crane v. Murray. Kansas City Court of Appeals, Missouri. 80 S. W. 280.

The plaintiff requested a charge that if plaintiff had no intention to perform, and the defendant had cause to believe that no intention to perform existed, the mere fact that defendant may have owned or controlled the securities, or that there was a buying or sale of them by defendant with other brokers, would not relieve defendant from liability, or the mere fact that defendant was in a position to deliver the securities, had plaintiff called for them. Held, that the instruction was properly refused, as misleading, since the fact that the broker had purchased the stock, and held it subject to his control until payment of his lien, was an element bearing on the question of whether the broker had cause to believe that the customer was carrying on a wagering con-

tract.—Post v. Leland. Supreme Judicial Court of Massachusetts. 69 N. E. 361.

An award of arbitrators, made under a submission entered into between the sole defendant and one of two coplaintiffs in an action of assumpsit, brought for the recovery of a debt due to the plaintiffs jointly, for the determination of the matter in controversy in the action, whereby it was further agreed that the award should be entered as the judgment of the court, is neither void nor voidable merely because of the failure of the other party to unite in the submission, nor because the umpire failed to append the word "umpire" to his signature, and affixed in lieu thereof the word "arbitrator." An award so made is binding upon the parties to the submission, though it does not bind those who are not parties to it.—Runyon v. Rutherford. Supreme Court of Appeals of West Virginia. 47 S. E. 150.

Plan of 25,000-bu. Elevator.

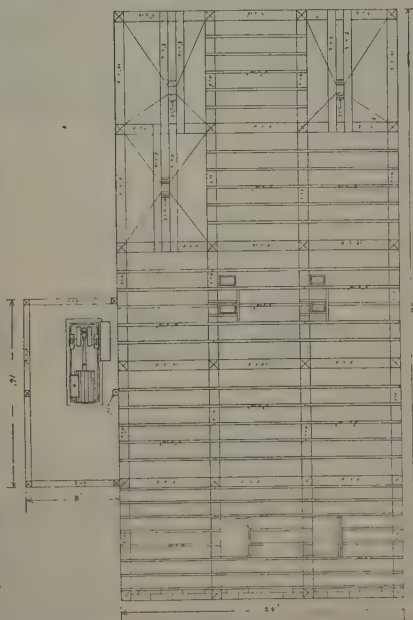
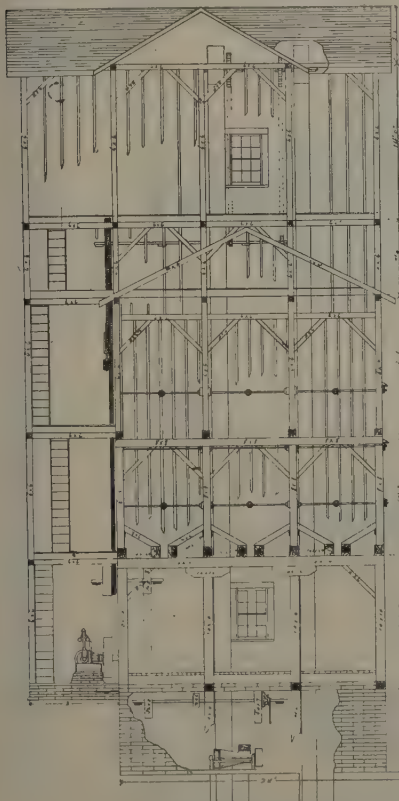
The 5-story elevator of the Ewing Mill Co., at Ewing, Ind., is an example of compact arrangement, with the driveway and engine room inclosed in the same four walls. The foundation and the basement walls are of stone. Above the foundation the walls are of studding, diagonally sided and all bins thoroly rodded.

The building is 24x50 ft., and 69 ft. high. It contains 15 bins, of 25,000 bus. capacity, all of them hoppers and three extending down to the basement. The engravings herewith show plans of the first floor, side elevation, end and cross sections.

Wagons are dumped by a hand power hub hoist. A chain drag carries the grain from the dump pit to the boots of the two stands of elevators or to the sheller in the basement. The separator is in the cupola.

The steam engine drives by belt to shaft on which are a grooved pulley, for two strands of rope to cupola, and belt pulley for drive to basement. Above the engine room is the shaft containing the rope drive and the stairway.

The elevator was designed by the N. A. Grabill Co., elevator builders.



Cross Section and Floor Plan of Elevator at Ewing, Ind.



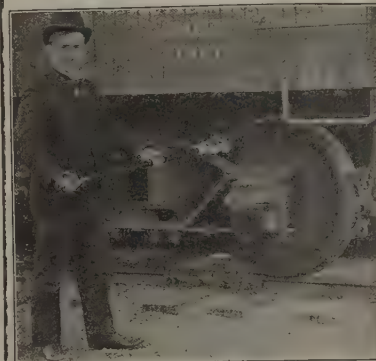
To Owners of Gasoline Engines, Automobiles, Launches, Etc.

The Auto-Sparker

does away entirely with all starting and running batteries, their annoyance and expense. No belt—no switch—no batteries. Can be attached to any engine now using batteries. Fully guaranteed; write for descriptive catalog.

Motinger Device Mfg. Co.
88 Main Street, Pendleton, Ind.

"The Special Car Mover" IS PUTTING IT MILD "The Special Train Mover" IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Odebolt, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

THE CONVEYOR CAR LOADER

Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

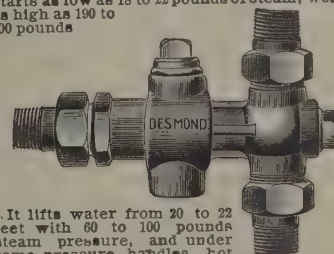
THE INCLINE ELEVATOR AND DUMP

and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

IOWA GRAIN & MFG. CO., Odebolt, Ia.

Feed Your Boiler with a Desmond Injector

Simplest, Most Satisfactory, Least Expensive. It is easily taken apart and put together; all you need is a screw driver to take out the jets. Starts as low as 18 to 22 pounds of steam; works as high as 190 to 200 pounds.



It lifts water from 20 to 22 feet with 60 to 100 pounds steam pressure, and under same pressure handles hot water of 120 to 125 degrees.

The Desmond will grade lower than any other injector made. SOLD UNDER AN ABSOLUTE GUARANTEE. WRITE FOR CATALOGUE.

Desmond-Stephan
Mfg. Co. URBANA, OHIO.

Benefits of Traffic Bureaus and Knowledge of Rates.

By a Receiver.

The recent success of the Milwaukee Chamber of Commerce in obtaining a restoration of rates from Union Pacific stations, on the same basis as Chicago, illustrates the importance of taking up such matters promptly and making an effort to secure their equitable adjustment before the discrimination, if any, has progressed so far as to create ill-feeling. A traffic bureau in connection with any exchange will pay its expenses many times over, if properly managed; but even where one has not been created, the individual members by close scrutiny of tariffs and co-operation in a common cause can accomplish a great deal.

A concrete example of the effective work of a traffic bureau is afforded by the one which is auxiliary to the St. Louis Merchants' Exchange. Among the results attained during the year 1903 were many favorable adjustments of rates, such as securing the publication of through rates on grain from points on the Rock Island road in Okla. and Ind. T. to St. Louis, where charges were formerly based on a combination of locals via Kansas City, arranging with Southeastern lines for the acceptance of any billing, in re-consignment of grain to the Southeast, where Missouri River billing, only, had formerly been accepted, removal of the unreasonable re-consigning charge at East Louis, the sending of periodical circulars to members with changes, comparative rates and other useful information, and keeping up a complete file of tariffs for use in answering the numerous requests made for specific information.

There are now many bureaus in different parts of the country, which are rendering efficient service to those by whom they were established, and there is no doubt but these exercise a most salutary check on the railroad companies; but they are nearly all designed for the benefit of the merchants and receivers in the large cities. Why should the country shippers be without equal protection?

Would it not be well to establish traffic bureaus in connection with our state associations of grain dealers? Some of the secretaries are already endeavoring to fulfill the functions of one; but the duties involved are too manifold to be treated as a side issue, and no secretary should be expected to assume them. Neither will it do to put a man of no experience in such a position or try to economize on salary and office expenses. No one who has acquired sufficient knowledge of traffic matters to fill such a place to the best advantage can afford to accept it except on the basis of proper remuneration; and the net results to members in increased yearly profits can hardly fail to justify a comparatively large outlay.

It will, however, take considerable time to bring about the creation of such bureaus, for too many members of associations still regard assessments as a burden and object to any material increase; and meanwhile it behooves those who are progressive to keep tab for themselves on all rates affecting them. They can do so by applying to the freight departments of the various lines over which their shipments move, either directly or through receiving houses, for copies of all grain tariffs issued. This will result in their being placed on the regular mailing lists of the railroads, and their names will remain there indefinitely.

When the first tariffs are received all rates in any way affecting the recipient should be carefully entered in a book, and this must be kept corrected as new tariffs or amendments are received and filed. Where a dealer has not the time to attend to it himself, it can be readily done by some member of his family, as in itself it involves no difficulty; but the relative facts shown by the rates, when entered, must be thoroughly assimilated in the mind of the shipper.

Should it appear at any time that there is discrimination against any market where his grain can be sold to advantage, thus depriving him of the benefit to be derived from shipping there under proper conditions, our dealer will find it a good plan to write to the receiving house there with which he has done business, requesting them to take the matter up. In nine cases out of ten the latter will either do so at once or will refer the matter to the traffic bureau or committee of the local

exchange, and in either event our dealer will find his case in the hands of those who are most competent to have it adjusted. The writer has known of a number of important changes, affecting extensive territory, which were brought about just in this way. Indeed, the initial movement for removal of discriminations against various terminals has in most instances been made by *country shippers* who found themselves shut off from profitable outlets for their grain.

There are few subjects to which it pays to give more attention than that of freight rates, for the "transportation tax", although often indirect, is the largest which we are called upon to bear, and a knowledge of the methods by which it can be regulated and lessened should form a part of every shipper's capital.

An English company has been formed to weigh grain into ships at the Black Sea ports and issue certificates of weight.

CHICAGO TO DECATUR Illinois Grain Dealers Association June, 15th AND ST. LOUIS National Hay Association June 14-15-16

Go with the merry crowd. You'll
enjoy the trip all the way via

THE ILLINOIS CENTRAL ROUTE

The WORLD'S FAIR quickly and comfortably
reached.

4 Fast Trains Daily to St. Louis

**CITY TICKET OFFICE
99 ADAMS ST.**

Books Received

RULES FOR THE UNIFORM GRADING OF GRAIN.—Under the resolutions adopted by the grain inspectors of the United States at their convention in New York, Jan. 6, John O. Foering, chairman, and the committee, have drafted uniform rules for grading grain, which are contained in a pamphlet issued May 28 by Mr. Foering and presented to the various grain exchanges for their consideration and adoption.

REPORT OF MISSOURI STATE BOARD OF AGRICULTURE.—We are indebted to Geo. B. Ellis, secy., for a copy of the 36th annual report of the Missouri State Board of Agriculture, a record of the work for 1903, and containing valuable information and statistics. Interesting abstracts from addresses delivered at the meeting of the Missouri Corn Growers Assn. occupy 52 pages of the book. The yield and acreage of different crops in each county for 1903 and 1902 are given. Illustrated; 367 pages.

ARGENTINA from a Grain Man's Point of View is the title of an interesting booklet of 44 pages from the pen of Frank J. Delany, with Nash-Wright Co., who returned from that country a short time ago after several months spent in investigating the conditions surrounding the grain trade of that country. The booklet is illustrated with drawings and photographs made by Mr. Delany, and it is divided into chapters dealing with Latitude and Topography, Areas Compared with the U. S., Climate, Methods of Cultivation, Immigration—Type of Argentinian Farmer, Transportation, Government Supervision of Railways, Elevators, Damage to Grain in Transit, Commercial Exchanges, Inspection of Grain, Banking, Principal Shipping Ports, Ocean Freight and Insurance, Weather and Crop Reports, General Commercial Conditions. Every grain dealer will enjoy reading this little book, as it is written from his standpoint by a careful investigator and an able writer.

Under the new German-Dutch grain contract the German importers and exporters in South Russia and Roumania

propose to fix the natural weight according to the rules of the London Corn Trade Assn., and permit contracting parties to designate the place of arbitration, not necessarily London.

The bear crowd is doing decidedly "less shouting on the back seats." While, like some of the delegations at Springfield, Ill., they may still be the most numerous, an air of "sad uncertainty" has supplanted the confident noise of the blaring brass band. When May wheat touched \$1.00, May corn 48c and May oats 43c, you could have heard "a gum drop."—Pope & Eckhardt Co.

WHEN YOU ATTEND The Grain Dealers' Nat'l Convention AT MILWAUKEE

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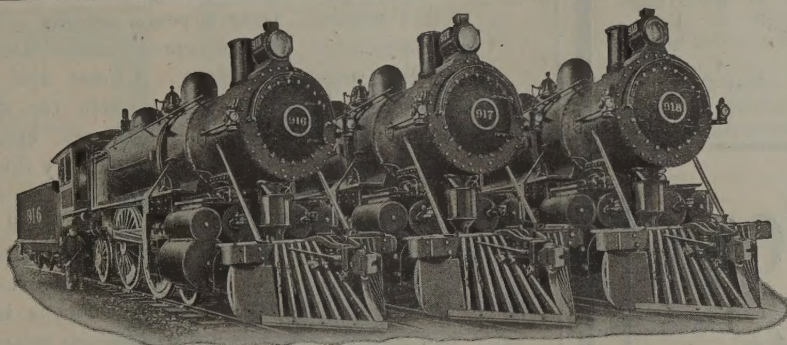
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General Passenger Agent
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Why the Company Prospered.

By Traveler.

A farmers' company started, not long ago, in central Minnesota has flourished on no apparent resources of its own, and this naturally led to an inquiry upon the part of grain men whom it affected, but without result; so the situation was gracefully accepted, and, as the manager avoided trouble with his competitors, he was finally treated as a regular dealer. Travelling men, also, called and solicited the trade, but he stuck to one commission house with whom he had begun business. Now there comes along a travelling agent with an idea. Instead of asking for consignments he merely sat down and "visited," asked the manager to sample some fine old Kentucky that he had in his flask, got his opinion on it again, passed out a good cigar, told funny stories and made himself generally agreeable. By and by the manager felt a bit like bragging over his success where others had failed, and then it developed, according to his story, that the commission house to which he was shipping had carried the farmers along ever since they started, by making liberal advances *without interest*. No wonder they had not been cramped for funds. This, however, was merely his assertion. When the travelling-man endeavored to get some proof the farmers' representative shut up like a clam. The matter will, however, not be dropped, so I am assured, and, knowing the little Welshman who said so, I feel sure that there is trouble ahead for a well-known commission firm.

But what does the trade think of a concern that will deliberately set out to encourage the farmers' co-operative movement by such tactics as these, merely for the sake of getting on the inside track and securing the consignments? Probably the offenders will learn in due time.

Spain has reduced its wheat duty from 8 to 6 pesetas per 100 kilos.

Screenings

Kansas will need 20,000 harvest helpers from other states. Last year the farmers asked for 29,000.

Millers who abused grain dealers for purifying oats now are falling over one another to buy the new flour bleaching process.

The U. S. Department of Agriculture has prohibited the importation of hay and straw from continental Europe on account of the danger of the introduction of cattle disease.

U. S. Department of Agriculture has more than 100,000 regular correspondents to whom blank schedules are sent every month, and many thousands special correspondents.

All scales are tested twice a year by the Illinois Central Railroad Co. The

new scale testing car is built entirely of steel and is loaded with 20,000 pounds of 50-pound test weights. The exact gross weight of the car and weights is 61,000 pounds.

The federal government is building a dam costing \$3,000,000 near Phoenix, Ariz., to irrigate about 250,000 acres. Preparatory to construction the government has equipped an immense cement-making plant at the new town of Roosevelt. This is the first actual construction under the national irrigation laws passed by the recent congress.

Reported that the Wabash Ry. Co. will issue an additional \$50,000,000 of common stock. And dignified Eastern old men will buy this stock that pays no dividends, tho they would disinherit a son or rebuke a neighbor who might buy a single "fiver" of grain. Such are the whims of practice and prejudice in high latitudes.—Pope & Eckhardt Co.

The Place to Found a Colony

Are you looking for a place to found a colony—a little haven far from the noise and bustle and nerve-racking competition of the city, where, surrounded by your friends, you can put into practice the doctrines you believe in?

If you are, you should investigate Arkansas. Land is cheap there—\$5 an acre and up. The soil is rich and rainfall abundant. Grapes, pears, peaches and apples grow as nowhere else. Cotton is profitable. There is money to be made in hogs and poultry. A great deal of the State is well wooded, offering a good field for small factories—spokes, hubs, wagon tongues, oars, etc. The country, especially the western half, is not very thickly settled, and so it is quite an easy matter to find a tract of land where ten, twenty or thirty families can settle in a body.

Almost all of Arkansas is—or at one time was—covered with timber. The country west of Little Rock, traversed by the Rock Island System, is hilly and broken, and for that reason is not particularly adapted for ordinary farming. The hardwood timber still stands, and, in many cases, its value is greater than the price of the land.

Lands having a southern exposure are excellent for grapes. They ripen early, and are, it is claimed, as good as any in Europe.

The Rock Island System is anxious to increase the population of Central and Western Arkansas, and will gladly render any assistance in its power to those who are interested.

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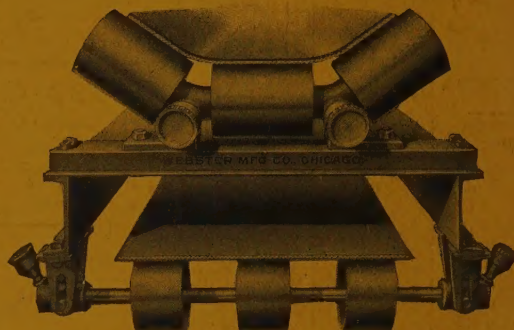
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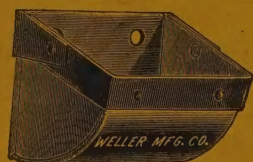
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